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# HOSPITAL INDUSTRY PERFORMANCE REPORT 1984 - 1987

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SOI PLUS PLUS

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FINANCIAL
MANAGEMENT
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# HOSPITAL INDUSTRY PERFORMANCE REPORT 1984 - 1987

**William O. Cleverley, Ph.D., C.P.A.**
**The Ohio State University**

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# OVERVIEW

This report represents the first annual publication of the Hospital Industry Performance Report (HIPR). The database used in the HIPR is derived from forms submitted by hospitals that are subscribers to the Strategic Operating Indicator Service (SOI-PLUS), a data analysis service provided under the trademark of Hospital DATA-PLUS Services by the Healthcare Financial Management Association. Participation in SOI-PLUS is quite simple. All that is required is to complete a one page data input sheet for each year of data to be entered. The completed form(s) should be sent to:

Healthcare Financial Management Association
Attention: DATA-PLUS
Two Westbrook Corporate Center, Suite 700
Westchester, Illinois 60153

The data used in this report are subjected to a large number of validity checks to ensure the greatest degree of reporting accuracy. In many cases there is a cross reference to audited financial statement data that further improves the reliability of this database. The reported results and conclusions drawn from this database should represent the best available source of operating indicator data on the hospital industry. It must be pointed out that all data were submitted on a voluntary basis. There is thus a potential that this sample may not be representative of the hospital industry. Appendix D provides some data regarding the composition of the sample.

The analysis presented in this report centers on the discussion of values for the 30 indicators used in SOI-PLUS. These 30 indicators are enumerated and defined in Appendix A of this report. For those readers wishing a more comprehensive discussion of the individual indicators, the SOI-PLUS User's Guide should be reviewed. This publication may be obtained from the Healthcare Financial Management Association. Requests for copies of the SOI-PLUS User's Guide should be sent to:

Healthcare Financial Management Association
Attention: Order Department
Two Westbrook Corporate Center, Suite 700
Westchester, Illinois 60153

## Framework for SOI

Indicators used in SOI relate to the area of operating profitability. The primary objective of SOI is to provide relevant measures that will enable hospital executives to better plan and control their operating profit performance. Success or failure in this area is most often linked to the viability of the hospital.

Management of operating profitability requires an understanding of the factors which influence profitability and the relationships of those factors. To help in this understanding, the following accounting identities are defined:

| Net Income = | Inpatient Revenue | + | Outpatient Revenue | + | Other Revenue | - | Operating Expenses |
|---|---|---|---|---|---|---|---|

in which:

Inpatient Revenue = Discharges (Volume) X Net Price per Discharge

Operating Expenses = inpatient Expenses + Outpatient Expenses + Other Expenses

Inpatient Expenses = Discharges (Volume) X Cost per Discharge

Cost per Discharge = $\frac{\text{Patient Days}}{\text{Discharges}}$ X $\frac{\text{Services}}{\text{Patient Days}}$ X $\frac{\text{Inputs}}{\text{Services}}$ X Unit Cost For Inputs

(Length of Stay) (Intensity) (Efficiency)

Outpatient Expenses = Visits (Volume) X Cost per Visit

Cost per Visit = $\frac{\text{Services}}{\text{Visit}}$ X $\frac{\text{Inputs}}{\text{Services}}$ X Unit Cost For Inputs

(Intensity)(Efficiency)

Seven categories of indicators flow from the preceding equations:

1. Profit Indicators
2. Net Price Indicators
3. Volume Indicators
4. Length of Stay Indicators
5. Intensity of Service Indicators
6. Efficiency Indicators
7. Unit Cost of Input Indicators

In many cases the indicators are split into inpatient and outpatient areas. In addition, because of the importance of case mix intensity, many of the inpatient indicators are subdivided into case mix adjusted and unadjusted measures.

## Profit Indicators

There are three overall measures of profitability used in the SOI-PLUS service. Each measure is on either a discharge or visit basis and represents the amount of income per unit of output. These measures represent the ultimate financial performance objective. The three measures used are:

- Profit per Discharge
- Profit per Visit
- Profit per Discharge Adjusted for Case Mix

## Net Price Indicators

The price received per unit of output is an important factor, greatly influencing overall profitability in any business. Nine indicators are included in the SOI-PLUS service, providing important information on pricing and revenue structure. Collectively, the indicators range from basic measures such as net price per discharge to measures detailing market emphasis such as outpatient revenue percentage to measures detailing writeoff experience such as bad debt and charity care percentage. The nine indicators used are:

- Medicare Payment Percentage
- Net Price per Discharge
- Net Price per Discharge Adjusted for Case Mix
- Net Price per Visit
- Bad Debt and Charity Care Percentage
- Inpatient Revenue Percentage
- Outpatient Revenue Percentage
- Other Revenue Percentage
- Contractual Allowance Percentage

## Volume Indicators

Volume is clearly an important factor which has a decisive role in determining overall profitability. Because of the existence of extensive fixed costs in hospital operations, increasing volume often has a very favorable influence on profitability. Three measures of volume included in the SOI-PLUS service are:

- Average Daily Census
- Occupancy Percentage
- Occupancy Percentage for Staffed Beds

## Length of Stay Indicators

Inpatient expenses are dramatically affected by length of stay. Because a large percentage of hospital revenue is related to a fixed payment per case, a change in length of stay may have little effect on revenue. Therefore, profit per discharge, both adjusted and unadjusted for case mix, is often negatively correlated with length of stay. Two measures for length of stay are used in the SOI-PLUS service:

- Length of Stay
- Length of Stay Adjusted for Case Mix

## Intensity of Service Indicators

Costs of providing hospital services on a discharge or visit basis are heavily dependent upon the range of services provided to the patient. Specifically, the amount of ancillary services provided to an inpatient will greatly affect the total cost of treatment. The SOI-PLUS indicators that measure intensity are global and not departmental specific. For example, cost per discharge is listed as an

intensity indicator but quite clearly is affected by length of stay, efficiency, volume, and unit cost of inputs. The five intensity indicators used in the SOI-PLUS service are:

- Cost per Discharge
- Cost per Discharge Adjusted for Case Mix
- Cost per Visit
- All Patient Case Mix Index
- Intern and Resident Cost per FTE

## Efficiency Indicators

Efficiency is a term that is broader than just labor productivity, although labor productivity is a key component in labor intensive hospital operations. The objective is to meet required service demands with minimal resources. Four measures of efficiency are included in the SOI-PLUS service:

- FTEs per Occupied Bed
- Outpatient Manhours per Visit
- Inpatient Manhours per Discharge Adjusted for Case Mix
- Other Costs per Discharge Adjusted for Case Mix

## Unit Cost of Input Indicators

Prices paid for resources are related to overall costs. Poor control over prices or wages paid for inputs can create situations in which costs are significantly out of line with competitors. It is therefore important to closely monitor and control the rates paid to acquire resources. Four indicators are included in the SOI-PLUS service to measure control in this area:

- Salary per FTE
- Capital Costs per Discharge
- Employee Benefits Percentage
- Professional Liability Insurance per Discharge

The operating indicators presented in this report are compared on two bases:

- Trend
- Peer Groups

In this first HIPR, four years of data are presented: 1984, 1985, 1986 and 1987. The peer group comparisons available in this report consist of the following four groups:

- Quartile values for all U. S. hospitals
- Quartile values for similar national bedsize groupings
- Quartile values for similar regions
- Median values for similar region and bedsize groupings

In this report, five categories of hospital bedsize are used:

- Hospitals with fewer than 100 beds
- Hospitals with 100, but fewer than 200 beds

- Hospitals with 200, but fewer than 300 beds
- Hospitals with 300, but fewer than 400 beds
- Hospitals with 400 or more beds

There are five regional groupings used:

- Northeast (NE)
- Southern (SO)
- East North Central (ENC)
- Near West (NW)
- Far West (FW)

Appendix B lists the states which are included in each region.

Quartile values for each of the four years (1984, 1985, 1986 and 1987) are presented for each of the 30 indicators and each comparative group in Appendix C. The number of hospitals included in each of the comparative groups by year is presented in Appendix D. Quartiles are values of a distribution that divide that distribution into four equal parts. The lower quartile is the value beneath which are 25 percent of the observations. The median quartile defines the value beneath which are 50 percent of the observations. Finally, the upper quartile represents the value beneath which are 75 percent of the observations.

Appendices E, F, and G present median values for the 30 indicators for three special categories:

- Standard & Poors Bond Ratings
- Urban/Rural
- Teaching/Non-Teaching

These data should be of special interest to policy analysts and others concerned with the issues of payment and capital formation in the hospital industry.

# EXECUTIVE SUMMARY

## Favorable Developments

1. **Salary Increases.** The hospital industry has been able to control wage and salary increases very effectively during the last four years. The median salary per FTE in 1987 was $20,732, only 10.0% above the 1984 median. Average wage and salary increases during the last four years are summarized below:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| 3.5% | 4.1% | 2.1% |

2. **Employee Benefits Control.** Not only has the hospital industry limited wage and salary increases during the last four years, but also employee benefits have been controlled, keeping the total cost of employee compensation at reasonable levels. The estimated total compensation costs per hospital FTE by year is summarized below:

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| Salary per FTE | $18,847 | $19,507 | $20,303 | $20,732 |
| Benefits (%) | 17.76 | 17.50 | 17.33 | 16.89 |
| Total Compensation | $22,194 | $22,921 | $23,822 | $24,234 |
| Change (%) | NA | 3.28 | 3.93 | 1.72 |

The historical news is good with respect to labor costs; however, the immediate future is not very bright. Enormous pressure for salary increases in nursing and other technical areas is building.

3. **Length of Stay.** Length of stay adjusted for case mix has continued to decline over the entire four-year period. While the declines have not been very large, the mere fact that they are declining in light of increasing patient severity is evidence of effective utilization controls. Length of stay adjusted for case mix during the last four years is summarized below:

| 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|
| 5.95 | 5.59 | 5.55 | 5.47 |

4. **Overall Cost Control.** We believe that the hospital industry has done an exceptional job of controlling costs during the last four years. Reported increases in all measures of cost per unit of production have been very reasonable from our perspective. The rates of increase in costs are much lower than most people believed. Hospital rates may be increasing, but such a small percentage of patients actually pay on the basis of charges that the meaningfulness of rate increases is doubtful. Average percentage changes in the three summary measures of hospital cost per unit are presented below:

| | 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|---|
| Cost per Discharge (%) | 6.5 | 9.5 | 4.2 |
| Cost per Discharge Adj. for Case Mix (%) | 5.7 | 7.0 | 4.2 |
| Cost per Visit (%) | 9.6 | 13.1 | 5.1 |

At first glance the rates of increase in cost per visit may appear quite large, especially in 1986. However, it should be remembered that the exact nature of a hospital visit is changing. There is unquestionably some added complexity to a hospital visit that is not considered in this measurement.

## Unfavorable Developments

1. **Profitability.** The most negative comment regarding hospital industry performance during the last year relates to the dramatic downturn in hospital profits. Summary values for the last four years are presented below:

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| Profit per Discharge | $38.31 | $53.59 | $40.20 | $3.01 |
| Profit per Discharge Adj. for Case Mix | 46.63 | 61.87 | 42.32 | 10.71 |
| Profit per Visit | .99 | 1.60 | 1.06 | .35 |

A continuation of this trend or even a stabilization of the present position will provide enormous pressure for hospital closures. The smaller hospitals, having fewer than 100 beds, are especially vulnerable.

2. **Prices.** Without question the primary cause for the profit decline has been extremely low rates of increase in realized or net hospital prices. Price increases have not kept pace with increases in cost, even though we believe those cost increases have been quite modest. Rates of increase in hospital prices are summarized below:

| | 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|---|
| Net Price per Discharge (%) | 7.6 | 8.0 | 1.6 |
| Net Price per Discharge Adj. for Case Mix (%) | 7.4 | 5.7 | 2.8 |
| Net Price per Visit (%) | 11.3 | 12.6 | 3.7 |

3. **Contractual Allowances.** The primary reason that net prices were so low in 1987 is directly related to enormous increases in contractual allowances. Average percentage changes in contractual allowances during the last four years are summarized below:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| -2.8% | 15.0% | 24.8% |

Much of this increase is unquestionably due to totally inadequate Medicare increases. In addition, increasing competition, resulting in heavy discounting, has also played a role, especially in some regions of the country.

4. **Volume Declines.** Inpatient utilization is declining dramatically in the hospital industry. For hospitals in our data set the average daily census dropped from 161 patients in 1984 to 123 patients in 1987. The declines are especially acute in the smaller hospitals. Average occupancy dropped to 54.9% in 1987 and is a clear signal to all that there is significant excess capacity in the industry. This situation makes renovation of our nation's aging hospital plant difficult to achieve. It is virtually impossible to maintain a financially viable presence when 39% of capacity is being utilized. This figure represents the 1987 median occupancy for hospitals having fewer than 100 beds. We expect that closures will occur with increasing frequency during the next five years and that the smaller hospitals will be especially hard hit.

5. **Increases in Non-Labor Costs.** Hospitals have been effective in controlling labor costs during the last four years; however, increases in other areas have been quite large. The following table summarizes cost increases by cost category for the preceding four years. The totals of the individual cost categories do not match exactly the total cost per discharge because medians of individual categories will not necessarily add to the total, but the sums are within one percent.

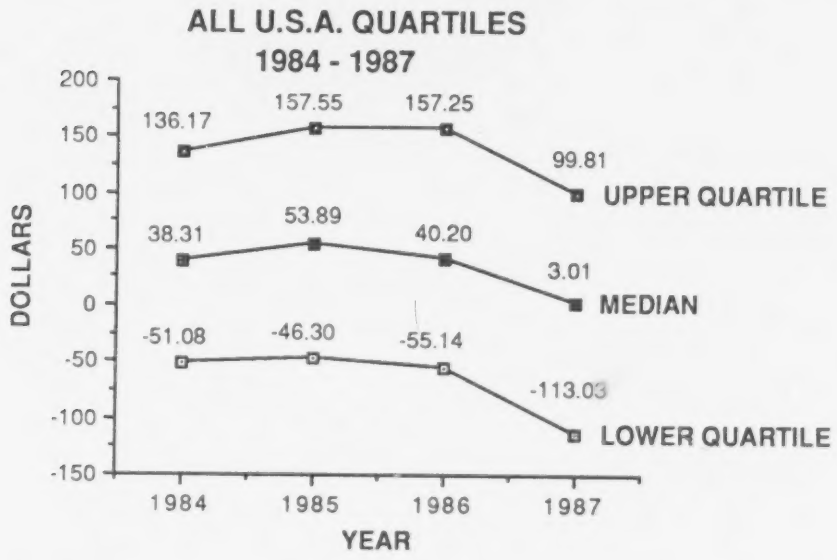
| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| Cost per Discharge (1) | $2,350 | $2,485 | $2,658 | $2,770 |
| | NA | 5.7% | 7.0% | 4.2% |
| Employee Compensation (1) | 1,384 | 1,397 | 1,460 | 1,496 |
| | NA | .9% | 4.5% | 2.5% |
| Capital Costs (1) | 185 | 213 | 230 | 247 |
| | NA | 15.1% | 8.0% | 7.4% |
| Professional Liability (2) | 13 | 21 | 34 | 40 |
| | NA | 61.5% | 61.9% | 17.6% |
| Other Costs (1) | 785 | 820 | 902 | 955 |
| | NA | 4.5% | 10.0% | 5.9% |

(1) Cost is adjusted for case mix
(2) Cost is not adjusted for case mix

The preceding table shows that the primary factor pushing hospital costs up in the past has been cost increases in areas other than labor. If hospital payroll costs increase as many analysts believe, hospitals may not be able to control costs in these other areas because many are outside management control. For example, hospitals have little control over interest rates or drug costs. Because of this situation we expect that hospital costs will increase markedly in the next several years.

# DISCUSSION OF INDIVIDUAL INDICATORS

## PROFIT PER DISCHARGE

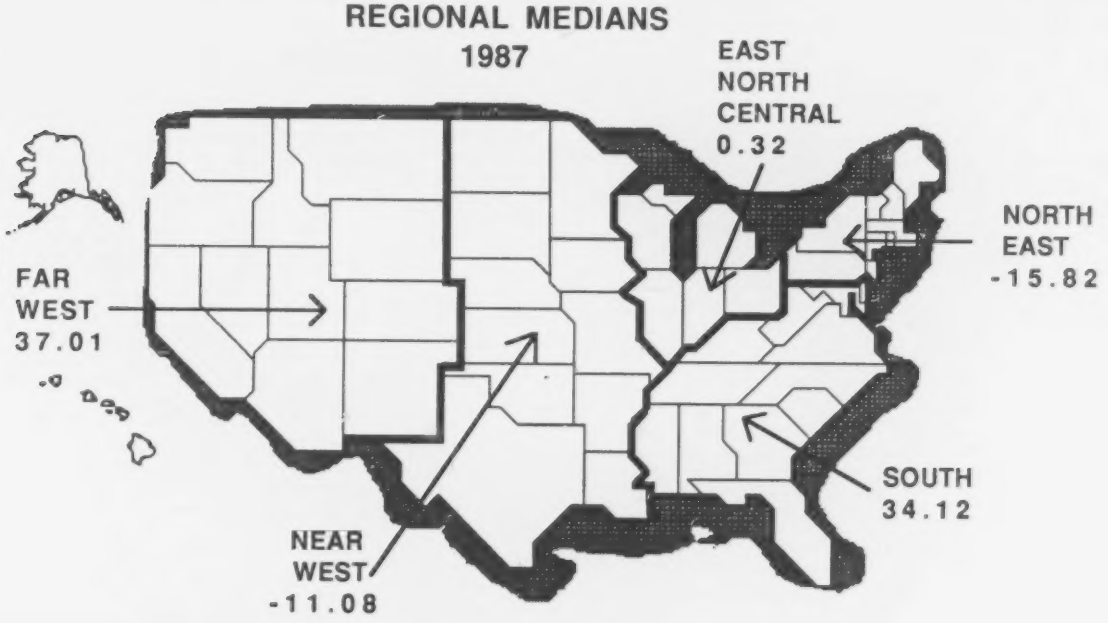



### Discussion

- The profit per discharge indicator provides an overall measure of the amount of profit or net income earned per unadjusted discharge. This indicator results from the subtraction of two other SOIs:

  Net Price per Discharge - Cost per Discharge

- Profit per discharge has been declining dramatically since 1985 and reached the lowest reported value to date in 1987 of $3.01. The decline in 1987 represented a 92.5 percent drop from the 1986 value of $40.20. The primary cause for this decline has been extremely low increases in net prices per discharge which have resulted from large increases in contractual allowances. Further declines are expected in 1988.




## Discussion (continued)

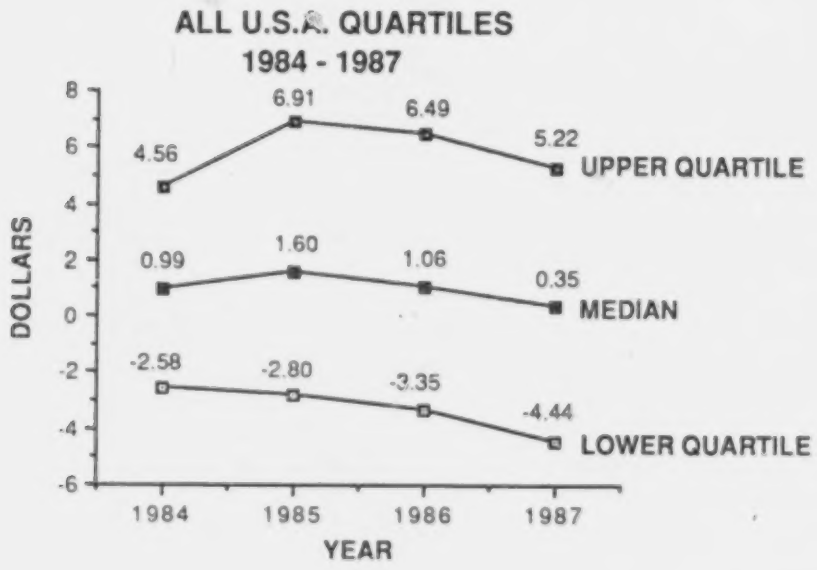
- The Northeast and Near West regions had the lowest values for profit per discharge in 1987. The Near West region experienced an unusually large drop in 1987, from $68.52 in 1986 to -$11.08 in 1987. All five regions reported substantial declines in profit during 1987.

- Larger hospitals are much more profitable than smaller hospitals. Hospitals having fewer than 100 beds had a median profit per discharge of -$61.02 in 1987 while hospitals having more than 399 beds had a median profit per discharge of $51.68 in 1987.

- Rural hospitals have always been less profitable than urban hospitals. Some of this difference is clearly due to the smaller size of rural facilities. The median profit per discharge in the rural hospital sector during 1987 was -$28.55 compared to $26.23 in the urban sector.

- Teaching hospitals experienced a much larger decline in profit in 1987 than non-teaching hospitals. The median profit per discharge for teaching hospitals in 1987 was -$17.64 compared to $41.93 in 1986.

## PROFIT PER VISIT

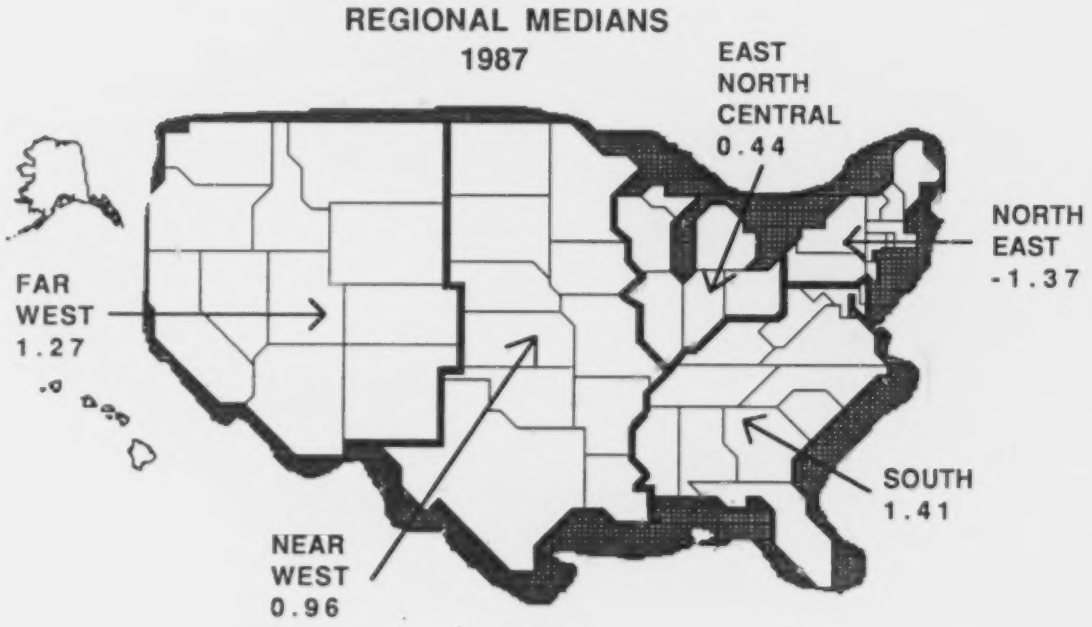



### Discussion

- The profit per visit indicator provides an overall measure of the amount of profit or net income earned per outpatient visit. This indicator results from the subtraction of two other SOIs:

  Net Price per Visit - Cost per Visit

- Profit per visit declined dramatically in 1987 to a four-year low of $.35. The primary cause for this decline was a smaller rate of increase in net price per visit (3.8 percent in 1987) compared to the rate of increase in cost per visit (5.1 percent in 1987).




## Discussion (continued)

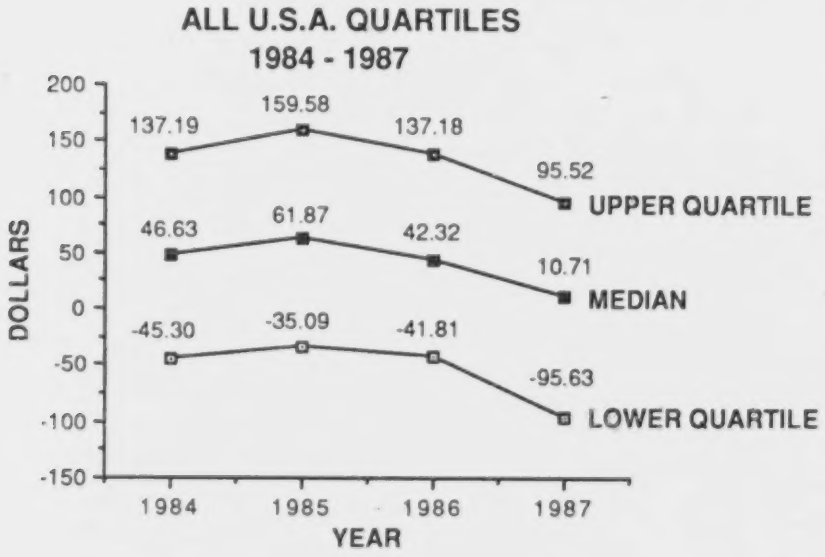
- The Northeast region had the lowest value for profit per visit in 1987. The South and Far West regions reported the largest values for profit per visit in all four years, although their trend has also been down since 1985.

- Larger hospitals are much more profitable than smaller hospitals. Hospitals having fewer than 100 beds had a median profit per visit of -$1.38 in 1987 while hospitals having more than 399 beds had a median profit per visit of $1.37 in 1987.

- Rural hospitals have always been less profitable than urban hospitals. Some of this difference is clearly due to the smaller size of rural facilities. Rural hospitals did experience an abnormally large decline in 1987 (a 136 percent drop). The primary cause for this was an inadequate increase in net price per visit of 1.3 percent.

- Teaching hospitals experienced a much larger decline in profit in 1987 than did non-teaching hospitals. The median profit per visit for teaching hospitals in 1987 was -$1.48 compared to-$.32 in 1986.

# PROFIT PER DISCHARGE ADJUSTED FOR CASE MIX



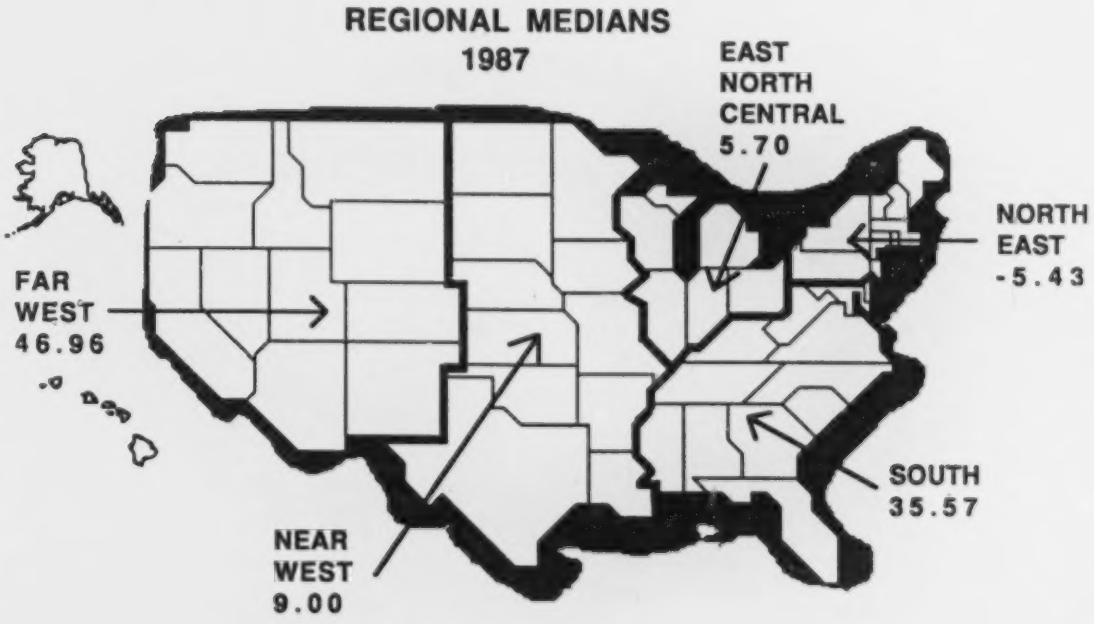

## Discussion

- The profit per discharge adjusted for case mix indicator provides an overall measure of the amount of profit or net income earned per discharge adjusted for case mix. This indicator results from the subtraction of two other SOIs:

  Net Price per Discharge Adjusted for Case Mix _ Cost per Discharge Adjusted for Case Mix

- Profit per discharge adjusted for case mix has been declining dramatically since 1985 and reached the lowest reported value to date in 1987 of $10.71. The decline in 1987 represented a 74.7 percent drop from the 1986 value of $42.32. The primary cause for this decline has been extremely low increases in net prices per discharge which have resulted from large increases in contractual allowances. Further declines are expected in 1988.

## PROFIT PER DISCHARGE ADJUSTED FOR CASE MIX




### Discussion (continued)

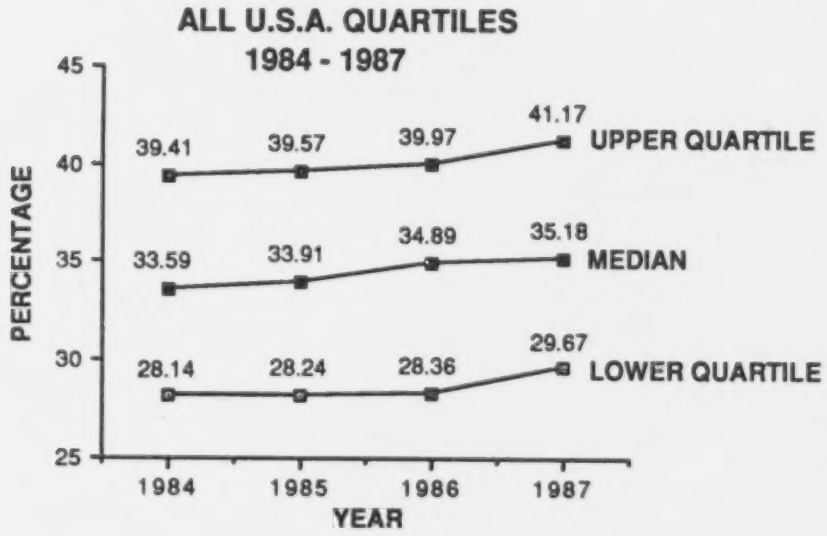
- The Northeast region had the lowest value for profit per discharge adjusted for case mix in 1987. The Near West region experienced an unusually large drop in 1987, from $66.38 in 1986 to $9.00 in 1987. All five regions reported substantial declines in profit during 1987.

- Larger hospitals are much more profitable than smaller hospitals. Hospitals having fewer than 100 beds had a median profit per discharge adjusted for case mix of -$56.54 in 1987 while hospitals having more than 399 beds had a median profit per discharge adjusted for case mix of $51.26 in 1987.

- Rural hospitals have always been less profitable than urban hospitals. Some of this difference is clearly due to the smaller size of rural facilities. The median profit per discharge adjusted for case mix in the rural hospital sector during 1987 was -$17.77 compared to $26.77 in the urban sector.

- Teaching hospitals experienced a much larger decline in profit in 1987 than did non-teaching hospitals. The median profit per discharge adjusted for case mix for teaching hospitals in 1987 was -$14.24 compared to $36.36 in 1986.

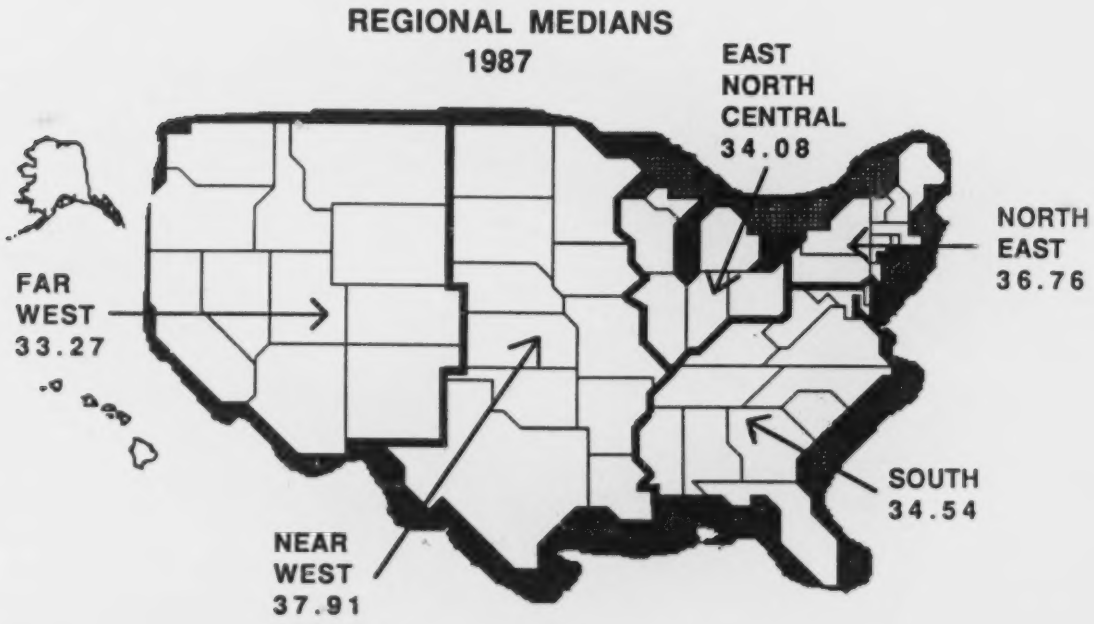
# MEDICARE PAYMENT PERCENTAGE




## Discussion

- The Medicare payment percentage provides a relative measure of the hospital's reliance on Medicare patients. The percentage is based upon discharges and not revenues and, therefore, may understate the actual percentage of revenues derived from Medicare because Medicare patients usually have longer lengths of stay.

- The Medicare payment percentage indicator has been rising gradually over the entire four-year period, reaching a high of 35.18 percent in 1987. This trend will probably continue into the foreseeable future as our nation's population continues. This trend creates tremendous reliance upon the payment policies established by Medicare. Much, perhaps most, of the decline in hospital profitability that has taken place during the last three years can be directly related to a tightening in Medicare rates.




## Discussion (continued)

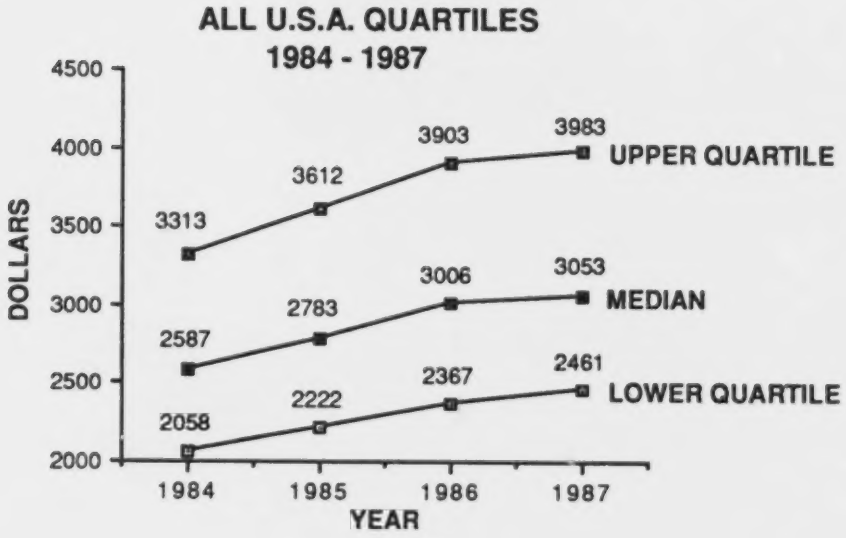
- There is very little regional variation in this indicator. The Near West region has the highest Medicare payment percentage of 37.91 percent while the Far West region had the lowest Medicare payment percentage of 33.27 percent.

- There is a significant association between size and the Medicare payment percentage. Larger hospitals have lower values for Medicare payment percentages than do smaller hospitals. Hospitals with fewer than 100 beds had a 1987 median for the Medicare payment percentage of 39.95 percent while hospitals having more than 399 beds had a 1987 median for the Medicare payment percentage of 30.96 percent.

- Rural hospitals have consistently reported higher values for the Medicare payment percentage indicator than have urban hospitals. The 1987 rural median was 37.75 percent compared to an urban median of 33.86 percent.

- Teaching hospitals have consistently reported lower values for the Medicare payment percentage indicator than have non-teaching hospitals. Much of this difference is probably due to the greater percentage of tertiary care that is provided in teaching facilities which would involve lower percentages of Medicare patients. The 1987 teaching median was 30.86 percent compared to the non-teaching median of 36.22 percent.

## NET PRICE PER DISCHARGE



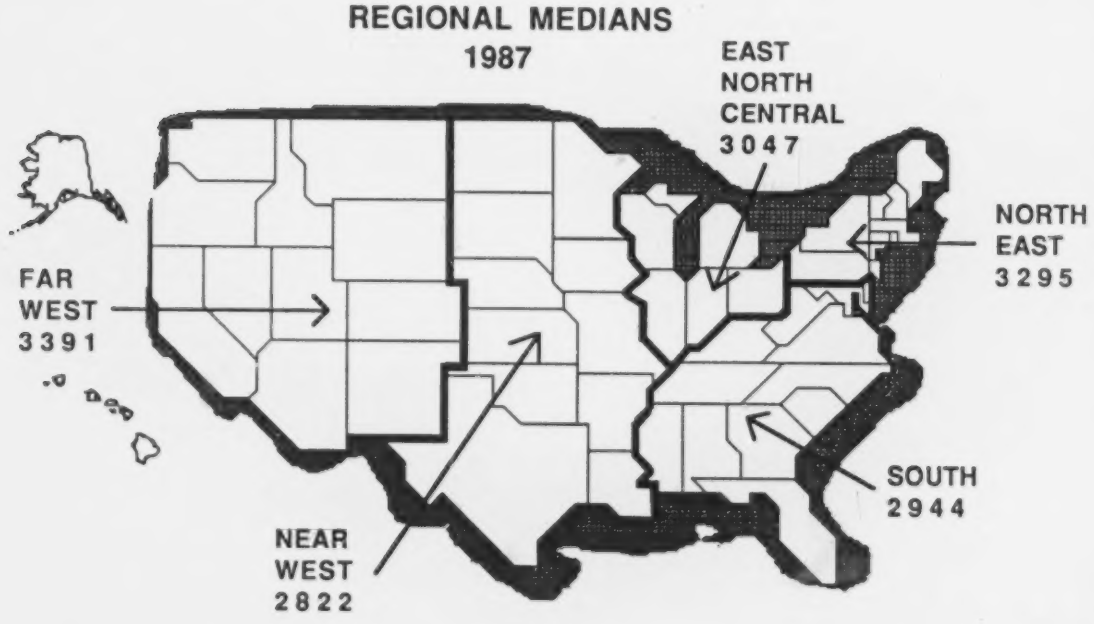

### Discussion

- The net price per discharge indicator measures the average amount of revenue actually realized per unadjusted discharge. Contractual allowances, bad debts, charity care and other discounts are not included in this price measure because the amounts are not actually received by the hospital.

- Net prices in the hospital industry did not show much price appreciation during 1987. Presented below are the percentage changes in the median net price per discharge indicator during the last three years:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| 7.6% | 8.0% | 1.6% |

The figures show a dramatic decline in net price increases in 1987. The median net price per discharge in 1987 was $3,053 compared to $3,006 in 1986. Most of the explanation for this extremely small change is directly related to higher contractual allowances, most notably Medicare.




## Discussion (continued)

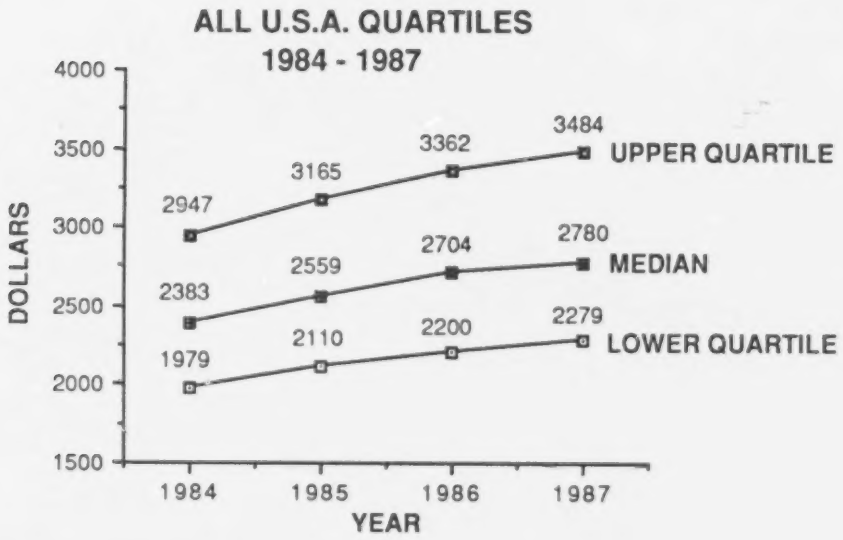
- Net price per discharge is higher in the Northeast and Far West than in other regions. This is closely related to cost of living differences and differences in length of stay. The Northeast region had the highest length of stay (7.22 days in 1987).

- Net price per discharge is related to bedsize. Hospitals having more than 399 beds had a 1987 median net price per discharge of $4,226 compared to a 1987 median net price per discharge of $2,240 for hospitals having fewer 100 beds. Much of this difference is due to case mix and length of stay. Larger hospitals have both higher case mix indexes and longer length of stay.

- Rural hospitals have lower net price per discharge indicators than do urban hospitals. The gap between the two sectors also appears to be widening. Prices rose 18.4 percent in the rural hospital sector during 1984 to 1987 compared to 22.1 percent in the urban sector during the same period.

- Teaching hospitals have consistently reported higher net price per discharge values than have non-teaching hospitals. The 1987 median for teaching hospitals was $4,566 compared to $2,922 for non-teaching hospitals. This difference is not totally due to case mix differences.

## NET PRICE PER DISCHARGE ADJUSTED FOR CASE MIX




### Discussion

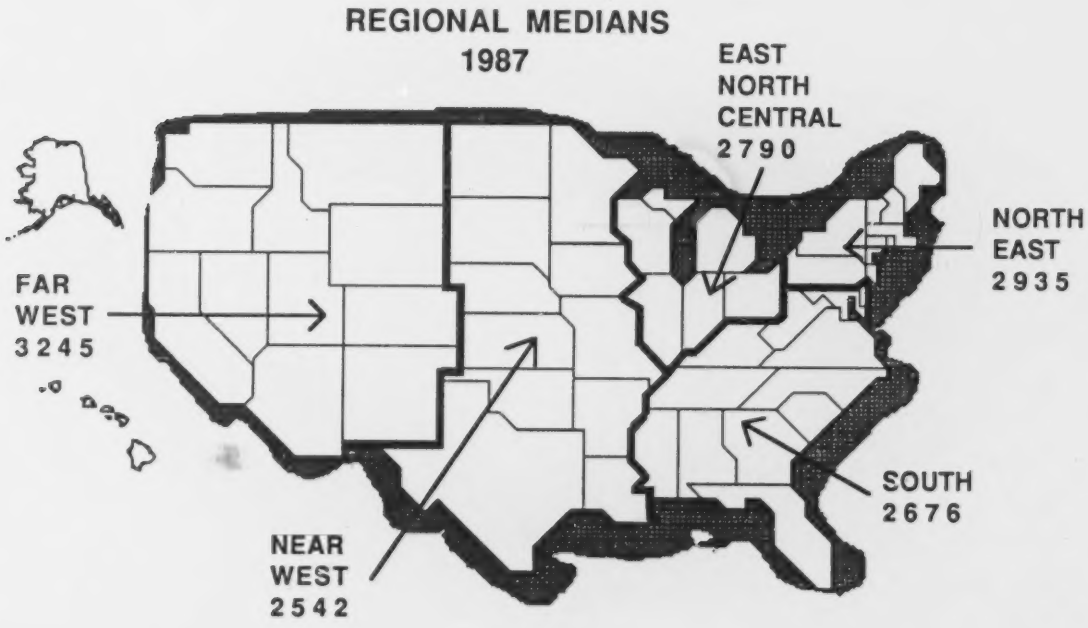
- The net price per discharge adjusted for case mix indicator measures the average amount of revenue actually realized per discharge adjusted for case mix. Contractual allowances, bad debts, charity care, and other discounts are not included in this price measure because the amounts are not actually received by the hospital.

- Net prices in the hospital industry did not show much price appreciation during 1987. Presented below are the percentage changes in the median net price per discharge adjusted for case mix indicator during the last three years:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| 7.4% | 5.7% | 2.8% |

The figures show a dramatic decline in net price increases in 1987. The median net price per discharge adjusted for case mix in 1987 was $2,780 compared to $2,704 in 1986. Most of the explanation for this extremely small change is directly related to higher contractual allowances, most notably Medicare.

## NET PRICE PER DISCHARGE ADJUSTED FOR CASE MIX




### Discussion (continued)

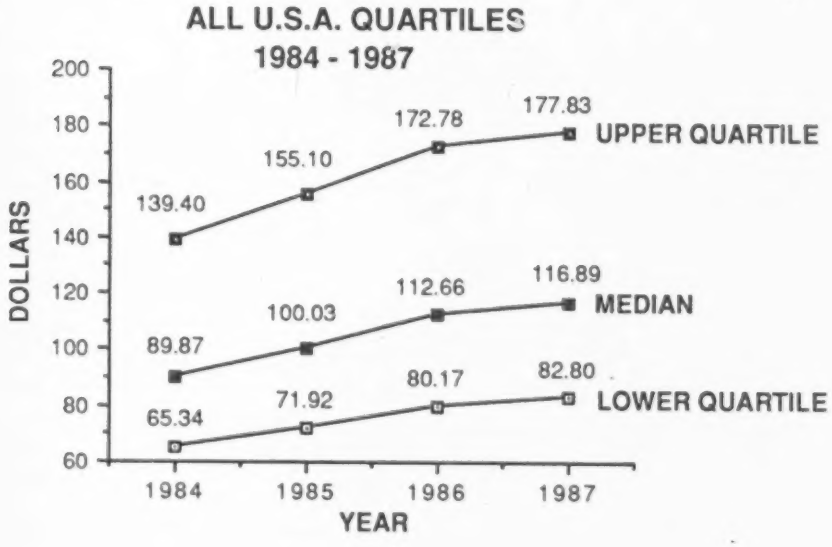
- Net price per discharge adjusted for case mix is higher in the Northeast and Far West than in other regions. This is closely related to cost of living differences and differences in length of stay. The Northeast region has the highest length of stay: 7.22 days in 1987.

- Net price per discharge adjusted for case mix is related to bedsize. Hospitals having more than 399 beds had a 1987 median net price per discharge adjusted for case mix of $3,473 compared to a 1987 median net price per discharge adjusted for case mix of $2,183 for hospitals having fewer than 100 beds. Much of this difference is due to a higher length of stay adjusted for case mix.

- Rural hospitals have lower net price per discharge adjusted for case mix indicators than do urban hospitals. The gap between the two sectors also appears to be widening. Prices rose 14.3 percent in the rural hospital sector during 1984 to 1987 compared to 17.6 percent in the urban sector during the same period.

- Teaching hospitals have consistently reported higher net price per discharge adjusted for case mix values than have non-teaching hospitals. The 1987 median for teaching hospitals was $3,869 compared to $2,656 for non-teaching hospitals.

# NET PRICE PER VISIT



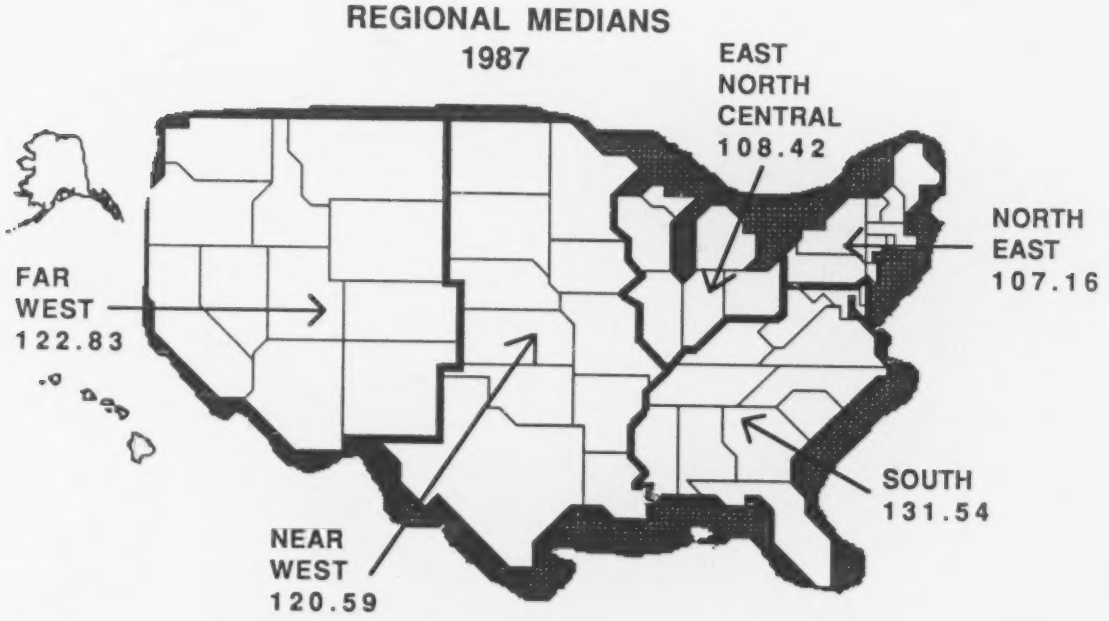

## Discussion

- The net price per visit indicator measures the average amount of revenue actually realized per unadjusted visit. Contractual allowances, bad debts, charity care, and other discounts are not included in this price measure because the amounts are not actually received by the hospital.

- Net prices in the hospital industry did not show much price appreciation during 1987. Presented below are the percentage changes in the median net price per visit indicator during the last three years:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| 11.3% | 12.6% | 3.7% |

The figures show a dramatic decline in net price percentage increases in 1987. The median net price per visit in 1987 was $116.89 compared to $112.66 in 1986. Most of the explanation for this extremely small change is directly related to higher contractual allowances. Increasing competition in the outpatient sector may have also contributed to the low rate of price increase.




## Discussion (continued)

- Net price per visit is higher in the South and Far West than in other regions. This pattern differs from earlier conclusions concerning net price per discharge measures. The Northeast had the lowest net price per visit: $107.16 in 1987.

- Net price per visit is related to bedsize but the relationship is not so clear as it was for net price per discharge measures. Hospitals having fewer than 100 beds had a net price per visit of $89.59 in 1987 compared to a net price per visit of $133.50 for hospitals having more than 399 beds.

- Rural hospitals have lower net price per visit indicators than do urban hospitals. The gap between the two sectors also appears to be widening. Prices rose 28.5 percent in the rural hospital sector during 1984 to 1987 compared to 38.3 percent in the urban sector during the same period.

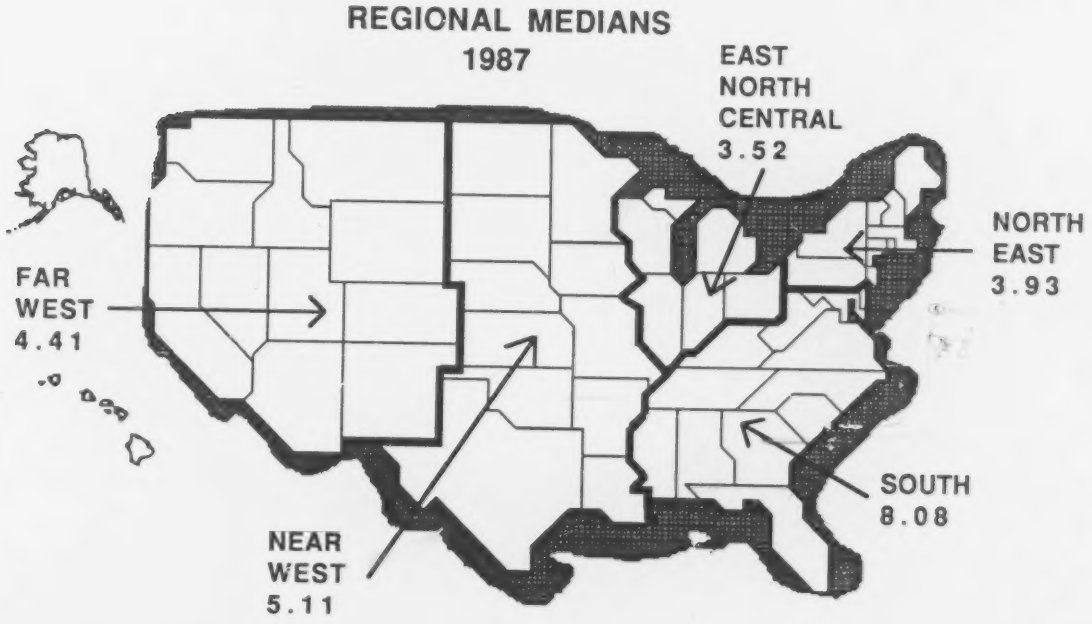
- Teaching hospitals have shown large increases in net price per visit when compared to non-teaching hospitals. The average increase in net price per visit for teaching hospitals was 45.0 percent during the four-year period compared to only 27.2 percent for non-teaching hospitals during the same period.

## BAD DEBT AND CHARITY CARE PERCENTAGE

### Discussion

- The bad debt and charity care percentage indicator provides a measure of the percentage of gross patient revenue from both inpatient, outpatient, and other health care operations that is written off because of either bad debt or charity care. This percentage does not include any discounts or contractual allowances that are attributed to third-party payers.

- During the four-year period from 1984 to 1987 there has been a steady increase in the median value for the bad debt and charity care percentage indicator. The 1987 median of 4.74 percent is up 11.8 percent from 1984. Although the trend is upward, the national values are still not so bad as many individuals had thought. It is important to remember that this writeoff comes from a fairly small percentage of total hospital revenue. A writeoff of 4.74 percent on a self-pay patient population of 15 percent represents an actual writeoff of 31.6 percent. From this perspective, writeoffs for bad debt and charity care in the hospital industry are quite high.




## Discussion (continued)

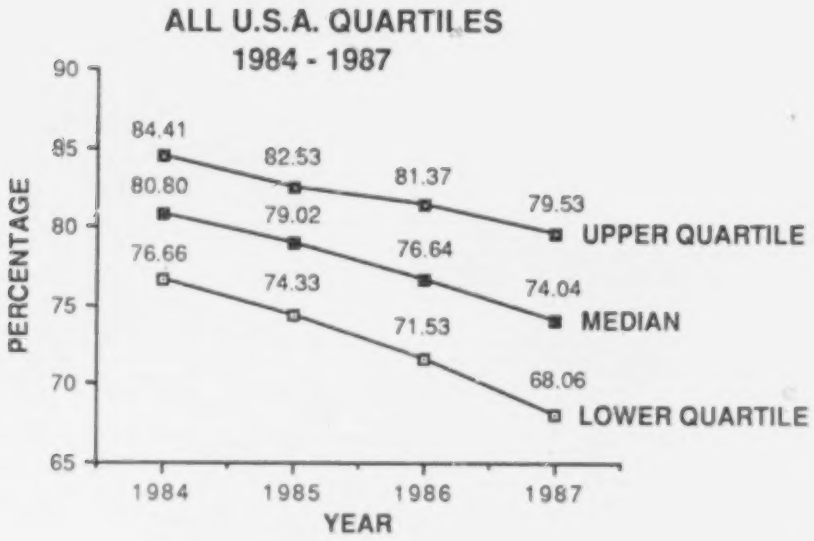
- There are significant differences across regions in the bad debt and charity care percentage indicators. The South region has the highest writeoffs of any region: 8.08 percent in 1987. The lowest region is the East North Central region with a 1987 median of 3.52 percent. Much of the difference across regions may be due to regional differences in insurance coverage. The South region has historically had less hospital insurance coverage than have other regions.

- Larger hospitals, especially those having more than 300 beds, appear to have higher bad debt and charity care percentages. This may partly reflect greater levels of indigent care.

- There is very little difference between rural and urban hospitals in their bad debt and charity care percentages.

- Teaching hospitals experience slightly larger bad debt and charity care percentages than do non-teaching hospitals. It is interesting to note, however, that teaching hospitals experienced a slight decline in 1987 to 4.92 percent from 5.15 percent in 1986.

# INPATIENT REVENUE PERCENTAGE

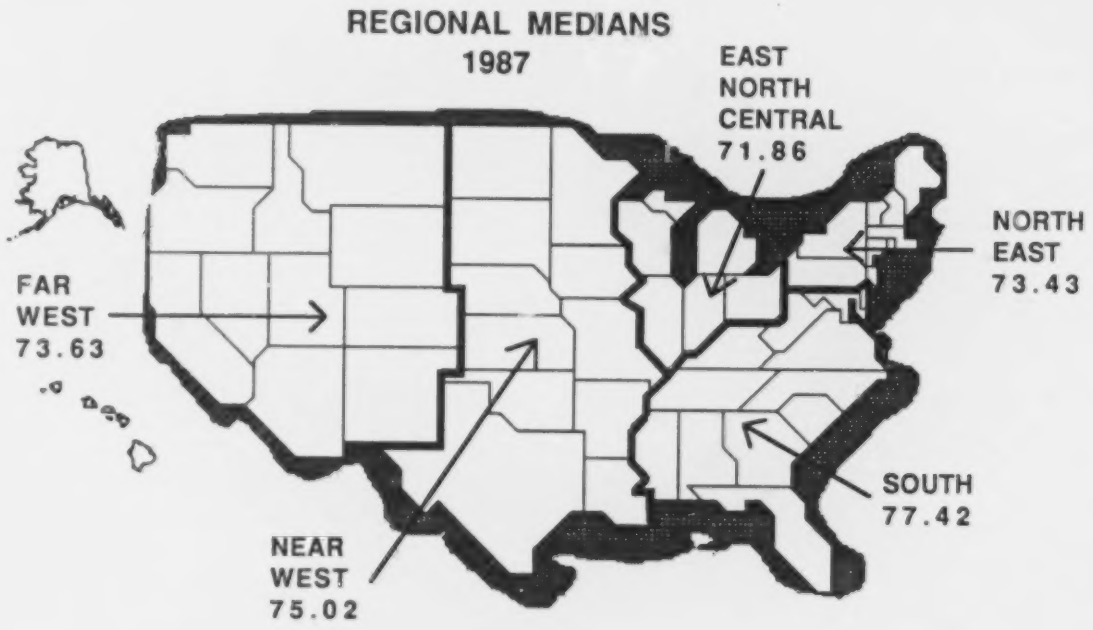



## Discussion

- The inpatient revenue percentage indicator provides a measure of the hospital's reliance on inpatient revenue. Low and declining values would signal a move toward diversification.

- There has been a steady decline in the inpatient revenue percentage indicator during the last four years. The median value for this indicator has dropped from 80.8 percent in 1984 to 74.04 percent in 1987. This trend clearly signals the intent of most hospitals to diversify into other areas, most notably outpatient care. The trend downward is also due to dramatic reductions in inpatient utilization which would create a decline in the inpatient revenue percentage.

- There is some modest regional variation in the inpatient revenue percentage indicator, but the trend in all regions is definitely down. The East North Central region has the lowest 1987 median of 71.86 percent, down almost 10 percent from the 1984 median of 81.08 percent.



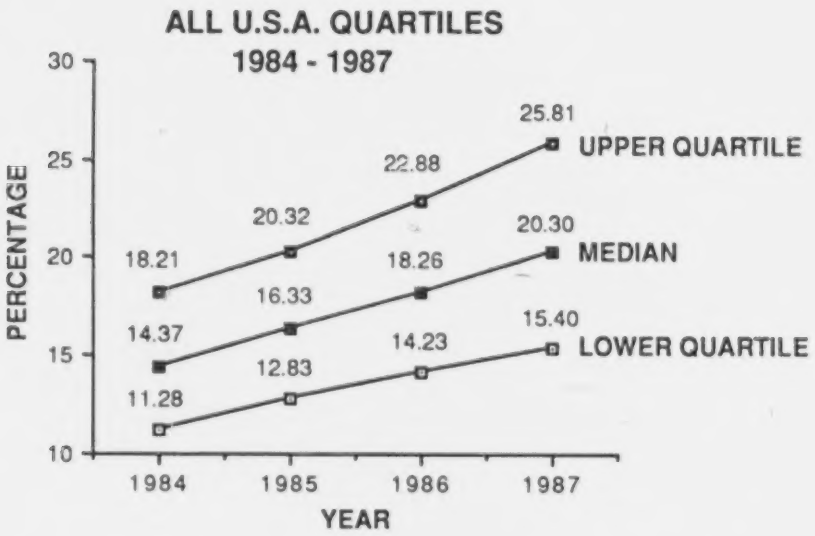

## Discussion (continued)

- Smaller hospitals, especially those having fewer than 100 beds, have significantly lower values for inpatient revenue percentages than do larger hospitals. Much of this decline may not be due to diversification but rather to a decline in inpatient utilization. Inpatient occupancy in the under-100 bedsize group was only 39.13 percent in 1987.

- Rural hospitals have lower values for inpatient revenue percentages than do urban hospitals, and their four-year decline is larger. In 1987 the median value in the rural sector was 70.43 percent compared to 76.44 percent in the urban sector. Much of this decline is probably due to major reductions in occupancy in the rural sector and not necessarily to any greater diversification efforts.

- Teaching hospitals have higher values for inpatient revenue percentages than do non-teaching hospitals. As discussed above, much of the difference is attributed to larger declines in inpatient utilization in the non-teaching hospital sector.

# OUTPATIENT REVENUE PERCENTAGE

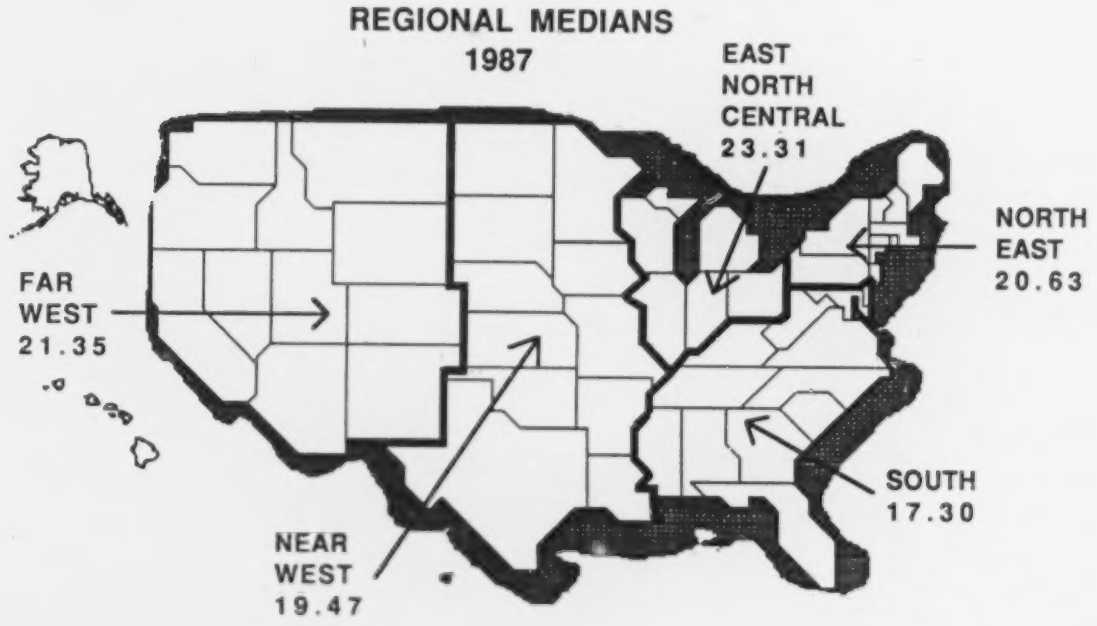



## Discussion

- The outpatient revenue percentage indicator provides a measure of the hospital's reliance on outpatient revenue. High and increasing values would signal a move toward diversification.

- There has been a steady increase in the outpatient revenue percentage indicator during the last four years. The median value for this indicator has increased from 14.37 percent in 1984 to 20.30 percent in 1987. This trend clearly signals the intent of most hospitals to expand their outpatient areas. The trend is also due to dramatic reductions in inpatient utilization which would cause even stable outpatient operations to contribute a greater percentage of total revenue.

- There is some modest regional variation in the outpatient revenue percentage indicator, but the trend in all regions is definitely up. The East North Central region had the highest 1987 median of 23.31 percent and is up almost nine percent from the 1984 median of 14.83 percent.



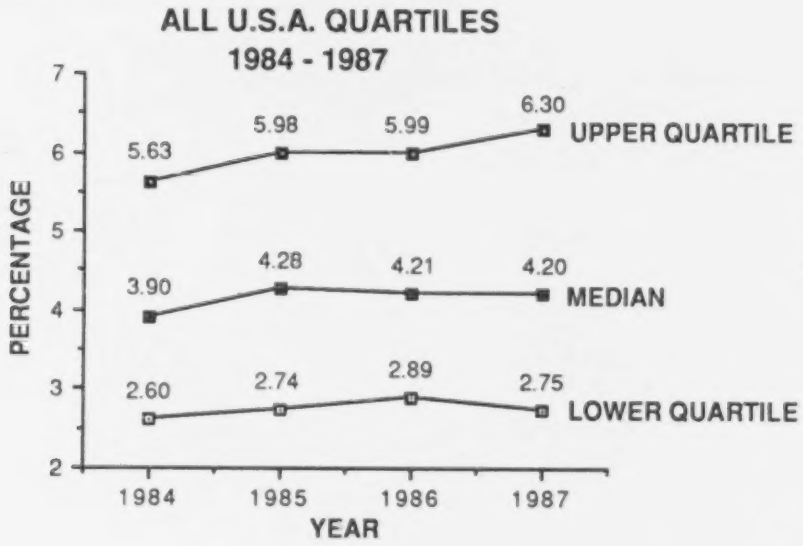

## Discussion (continued)

- Smaller hospitals, especially those having fewer than 100 beds, have significantly higher values for outpatient revenue percentages than do larger hospitals. Much of this decline has been caused by an abnormal decline in inpatient utilization. Inpatient occupancy in the under 100 bedsize group was only 39.13 percent in 1987, down appreciably from 50.83 percent in 1984.

- Rural hospitals have higher values for outpatient revenue percentages than do urban hospitals, and their four-year increase is larger. In 1987 the median value in the rural sector was 23.34 percent compared to 18.33 percent in the urban sector. Much of this decline is probably due to major reductions in occupancy in the rural sector and not necessarily to any greater expansion in outpatient services.

- Teaching hospitals have lower values for outpatient revenue percentages than do non-teaching hospitals. As discussed above, much of the difference is attributed to larger declines in inpatient utilization in the non-teaching hospital sector.

# OTHER REVENUE PERCENTAGE

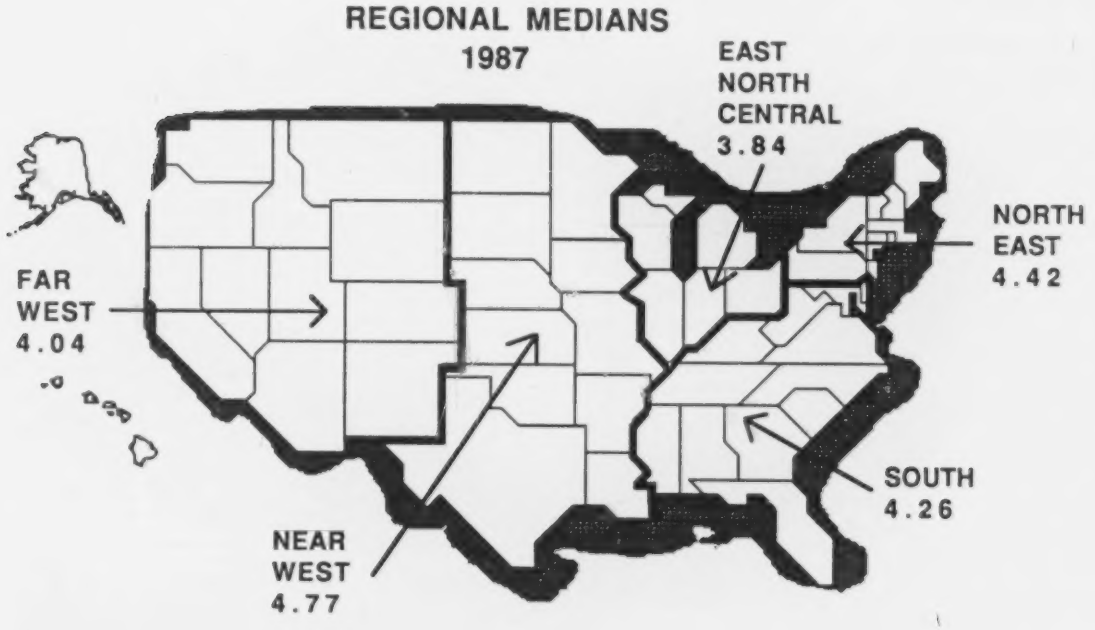



## Discussion

- The other revenue percentage indicator reflects the percentage of total hospital revenue which is derived from operations other than inpatient or outpatient. Other revenue could consist of investment income, contributions, extended care facilities, and other areas. In most cases, hospitals with high percentages of other revenue have greater levels of overall profitability because these revenues often far exceed any related expenses.

- There has been no major discernible trend in other revenue percentage during the last four years. The 1987 median value of 4.20 percent was almost identical to the 1986 median of 4.21 percent.

- While there are some regional differences, for the most part variation is quite small. There also appears to be no major discernible trend in any of the regions.



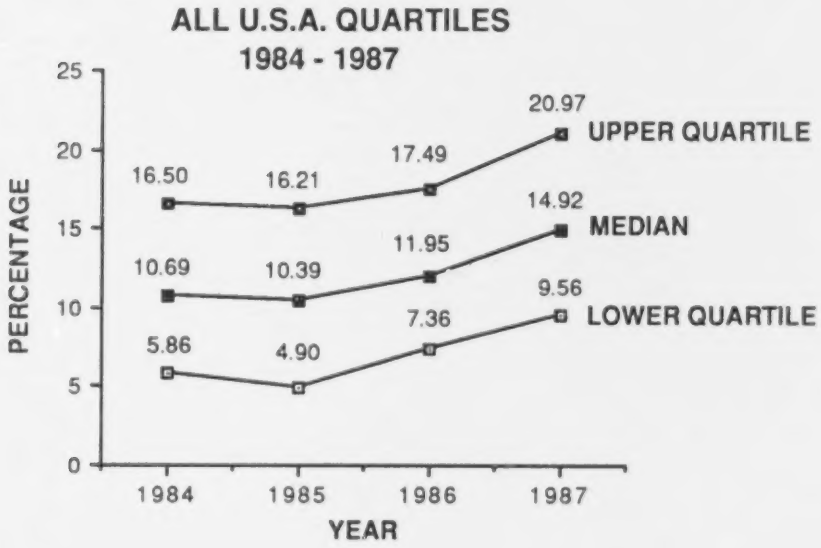

## Discussion (continued)

- There is some indication that larger hospitals, especially those having more than 399 beds, have greater percentages of other revenue. The 1987 median other revenue percentage for hospitals having more than 399 beds was 5.01 percent.

- Rural hospitals have slightly higher values for other revenue percentages in 1987 than do urban hospitals. Most of this difference may be caused by the dramatic decline in patient revenues during 1987. The median average daily census in the rural hospital sector declined 20.5 percent from 64.57 days to 51.31 days. As a result, both the other revenue percentage and the outpatient revenue percentage increased sharply in 1987. It is unlikely that large sources of new outpatient or other revenue were the cause.

- Teaching hospitals have consistently reported higher values for the other revenue percentage indicator. The 1987 median for teaching hospitals was 5.36 percent compared to 4.04 percent for non-teaching hospitals. This additional other revenue is clearly needed to offset losses in both inpatient and outpatient operations which occurred in 1987.

## CONTRACTUAL ALLOWANCE PERCENTAGE

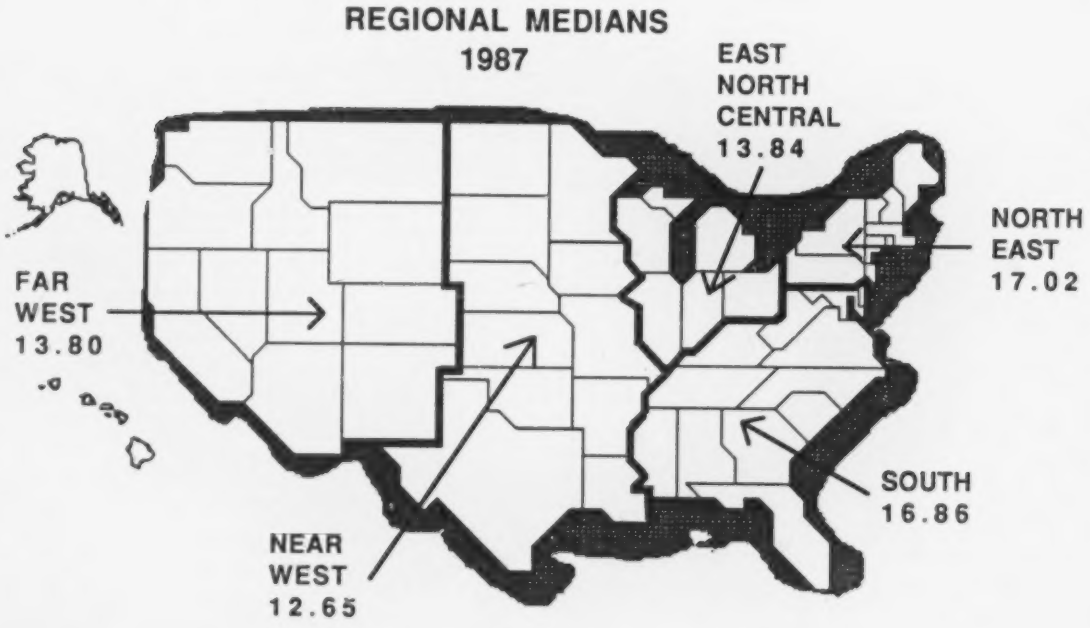



### Discussion

- The contractual allowance percentage indicator defines the percentage of gross patient revenue that is discounted to third-party payers. Increasing values for this indicator put tremendous pressure on hospital prices in those limited areas in which fuller recovery of rates is possible.

- There is little question that the most significant negative pressure upon hospital profitability during the last two years has been increasing contractual allowance percentages. In the last four years the contractual allowance percentage has increased from 10.69 percent in 1984 to 14.92 percent in 1987. This increase of 4.23 percent has wiped out most of the operating surplus earned by hospitals. Much of the increase is probably a direct result of inadequate increases in Medicare payments.

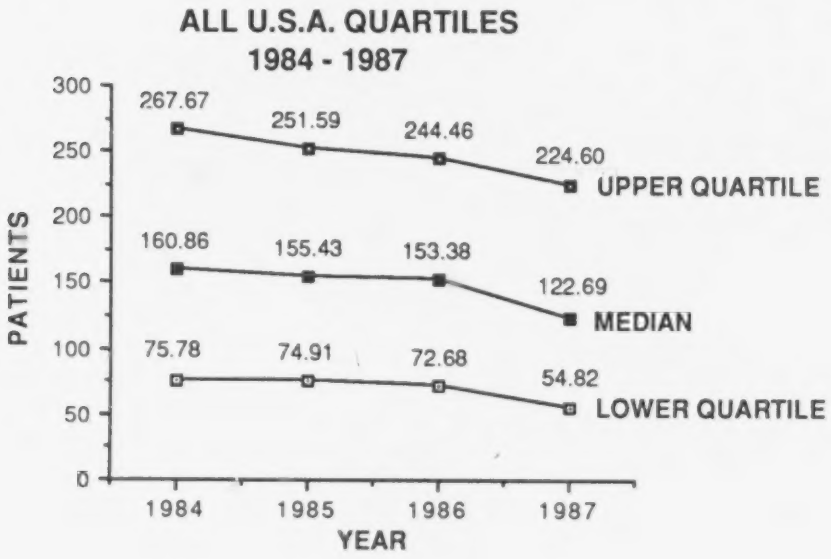
# CONTRACTUAL ALLOWANCE PERCENTAGE




## Discussion (continued)

- There is significant regional variation in contractual allowance percentages. The Northeast region has consistently reported the highest contractual allowance writeoffs, while the Near West has been at the low end. All regions experienced very large increases in contractual allowance percentages during 1987.
- There does not appear to be any consistent relationship between size and contractual allowance percentages.
- Rural hospitals and urban hospitals have fairly similar patterns of contractual allowance percentages.
- Teaching and non-teaching hospitals do not show significantly different values for contractual allowance percentages

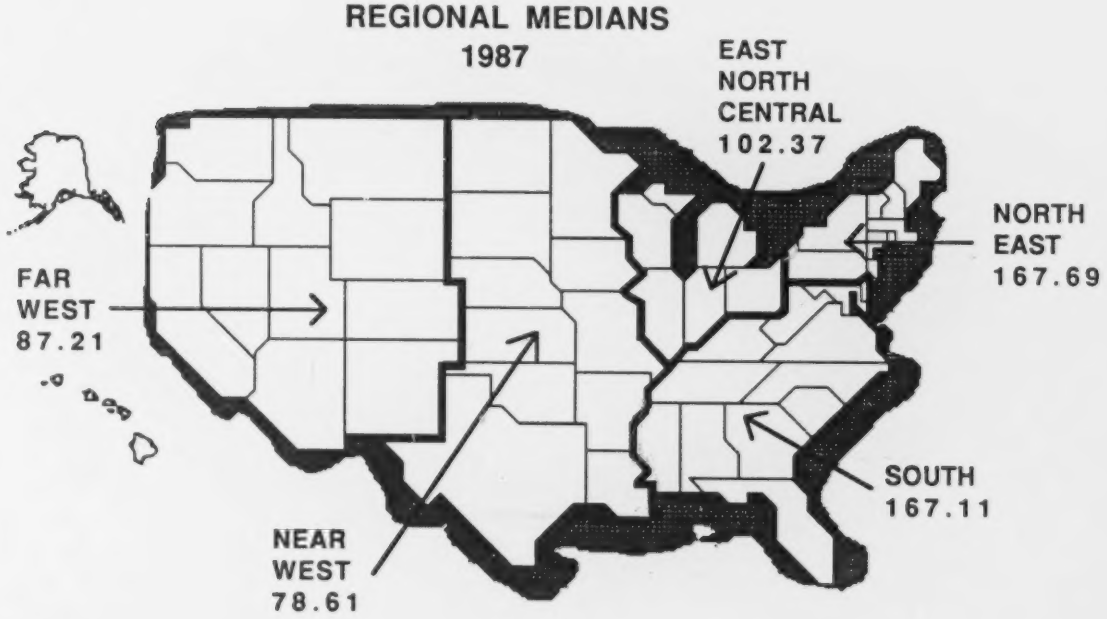
## AVERAGE DAILY CENSUS (DAYS)




## Discussion

- The average daily census indicator provides a measure of inpatient volume. Average daily census is a function of both discharges and length of stay. In these days of fixed case payment systems, increases in average daily census should ideally come from increases in discharges rather than from increases in length of stay.

- Average daily census dropped significantly in 1987 from 153.38 days in 1986 to 122.69 days in 1987. While length of stay did continue to drop in 1987, the actual decline was very small, from 6.28 to 6.15. The conclusion is therefore clear: hospitals simply did not admit as many patients in 1987 as they had in previous years. This decline in volume has put tremendous pressure on cost control efforts because of the heavy presence of fixed costs.




## Discussion (continued)

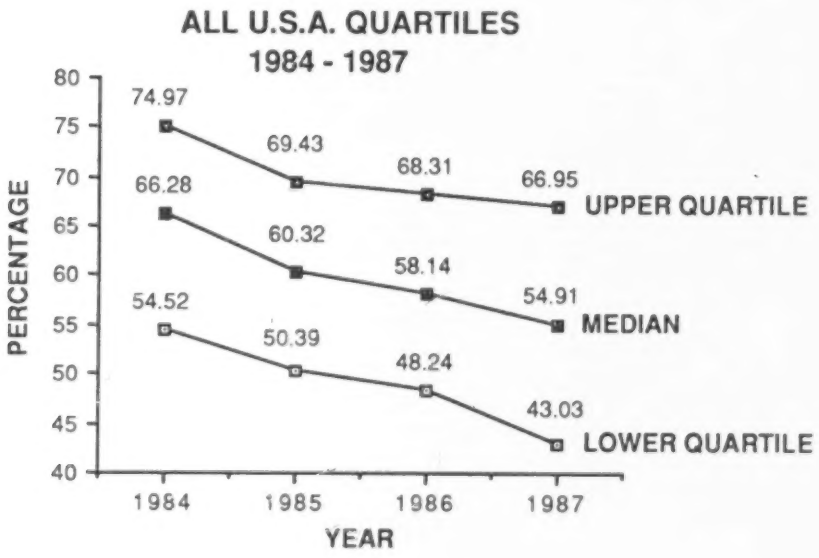
- There is significant regional variation in average daily census, most of which is due to regional differences in bedsize. Declines in average daily census were especially large in the East North Central and Near West regions. Declines in the Northeast region were the lowest.

- Average daily census is clearly associated with bedsize. The declines which took place in 1987 were also associated with bedsize; the larger hospitals experienced larger absolute declines. On a relative basis, however, hospitals having fewer than 100 beds experienced the largest decline (13.4 percent in 1987).

- Urban hospitals lost about 22 patients per day in 1987 while rural hospitals lost only 13 patients. When put on a relative scale, however, the losses were much sharper in the rural sector and pushed occupancy down to 43.80 percent.

- Non-teaching hospitals experienced a net loss of 31 patients per day in 1987 while teaching hospitals only lost 11 patients per day in 1987. Since teaching hospitals are larger, the relative decline in the non-teaching sector is even worse.

## OCCUPANCY PERCENTAGE

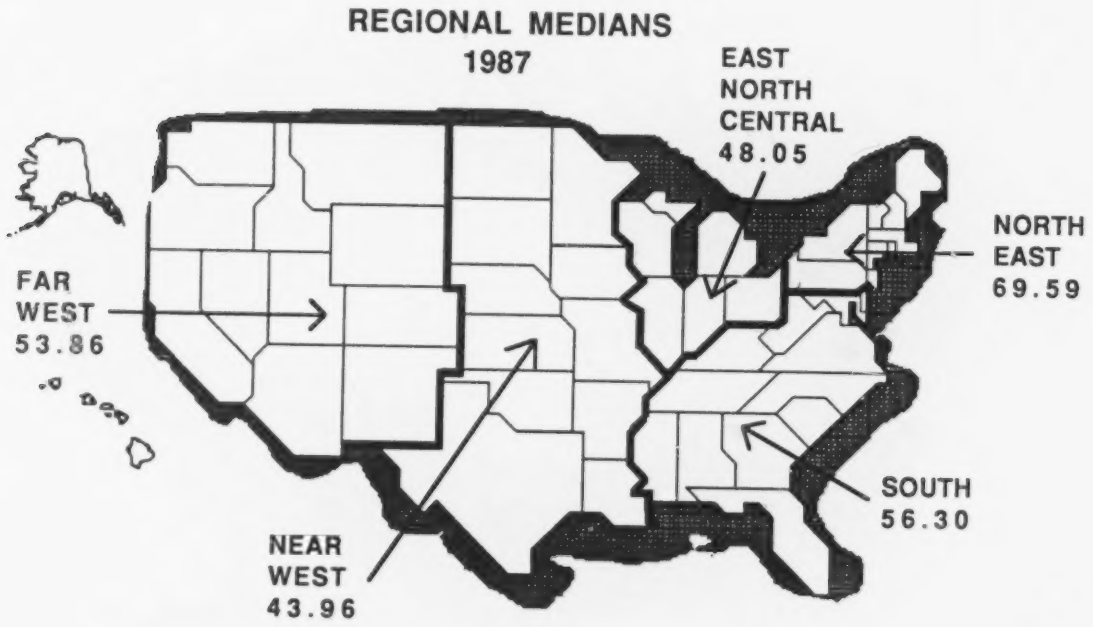



### Discussion

- The occupancy percentage provides a measure of facility utilization based upon licensed beds. Licensed beds may greatly exceed staffed beds and is a variable that is not under the short-term control of management.

- Occupancy percentages have been falling consistently since 1984 and will probably decline for the next several years as inpatient utilization continues to drop. The long-term solution to many of the hospital industry's problems relates to improved utilization. It will be very difficult for the industry to report reasonable levels of profitability when only 54.91 percent of capacity is being used.

- The Northeast region has the highest level of occupancy: 69.59 percent in 1987. The Near West region with a 1987 occupancy of 43.96 percent was the lowest. Much of the explanation for the Northeast region's higher occupancy is related to its higher length of stay. If the Northeast region had experienced the median U.S. length of stay, its occupancy would drop to 59.28 percent.



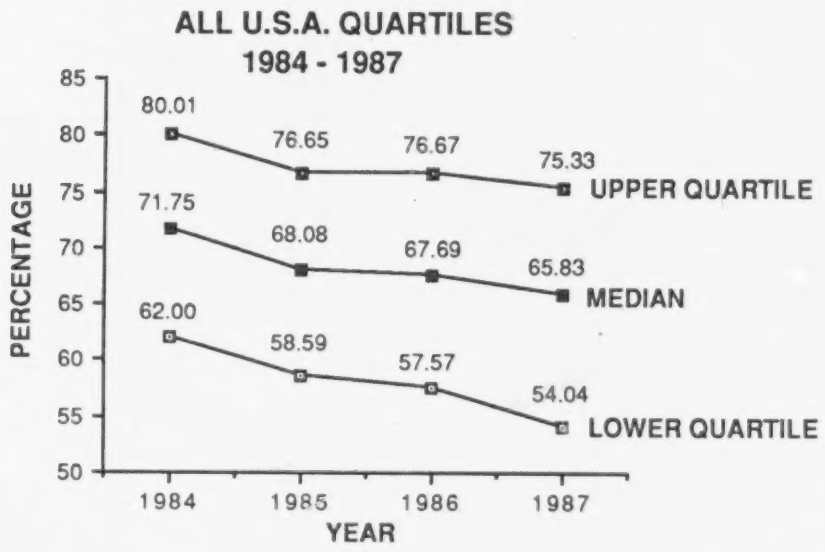

## Discussion (continued)

- There is a very clear association of occupancy with hospital bedsize. Larger hospitals have significantly higher levels of occupancy. Hospitals having fewer than 100 beds had a 1987 median occupancy of 39.13 percent while hospitals having more than 399 beds had a 1987 median occupancy of 64.94 percent. Further reductions in occupancy at some of these smaller hospitals will put enormous pressure upon them to close.

- The rural hospital sector has had for some time significantly lower levels of occupancy than do urban hospitals. The gap however is widening, especially for the small rural hospital. Future viability for small rural hospitals is becoming increasingly compromised.

- Both teaching and non-teaching hospitals experienced major declines in occupancy; however, the declines were far worse in the non-teaching sector. Median occupancy for teaching hospitals in 1987 was 68.85 percent compared to 52.56 percent in the non-teaching sector.

# OCCUPANCY PERCENTAGE FOR STAFFED BEDS



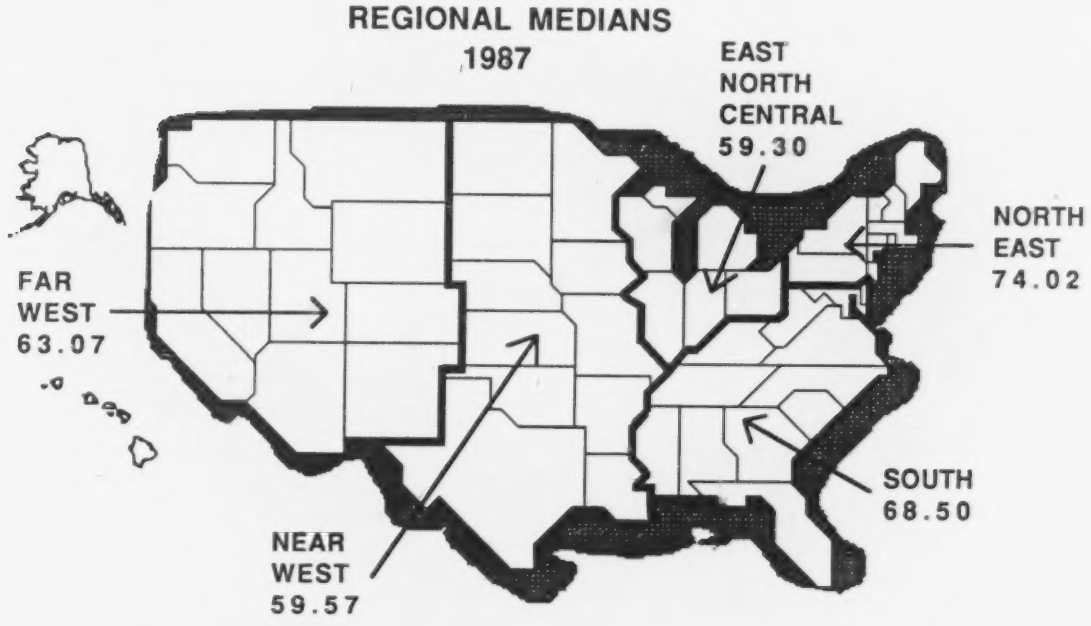

## Discussion

- The occupancy percentage for staffed beds provides a measure of facility utilization based upon staffed beds. Staffed beds are often less than licensed beds; therefore, this occupancy measure should exceed the previous occupancy measure.

- Occupancy percentages for staffed beds have been falling consistently since 1984 and will probably decline for the next several years as inpatient utilization continues to drop. The extent of the reduction is not so great when staffed beds is used as it was for licensed beds. The 1987 national median of 65.83 percent is still very low and long-term improvement needs to be achieved if the hospital industry is to improve its profitability.

- The Northeast region has the highest level of occupancy for staffed beds: 74.02 percent in 1987. The East North Central region with a 1987 occupancy of 59.30 percent was the lowest.

## OCCUPANCY PERCENTAGE FOR STAFFED BEDS



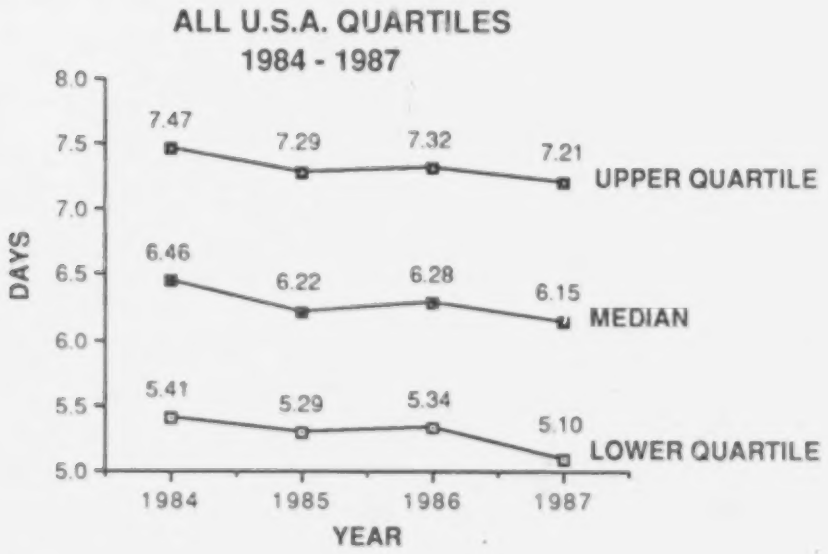

### Discussion (continued)

- There is a very clear association of occupancy with hospital bedsize. Larger hospitals have significantly higher levels of occupancy. Hospitals having fewer than 100 beds had a 1987 median occupancy for staffed beds of 47.93 percent while hospitals having more than 399 beds had a 1987 median occupancy for staffed beds of 74.47 percent. Further reductions in occupancy at some of these smaller hospitals will put enormous pressure upon them to close. Because the median bedsize of hospitals in our data set under 100 beds was only 52, it will be very difficult to further improve occupancy for staffed beds through simple staffing changes.

- The rural hospital sector has consistently reported significantly lower levels of occupancy than have urban hospitals. The gap, however, is widening, especially for the small rural hospital. The median occupancy for staffed beds in rural hospitals was 55.85 percent in 1987 compared to 70.36 percent in urban hospitals.

- Teaching hospitals have been able to stabilize their occupancy for staffed beds during the last four years. The 1987 median for teaching hospitals was 77.00 percent compared to a 1984 median of 77.39 percent. Non-teaching hospitals have experienced reductions from 69.33 percent in 1984 to 63.35 percent in 1987.

# LENGTH OF STAY (DAYS)

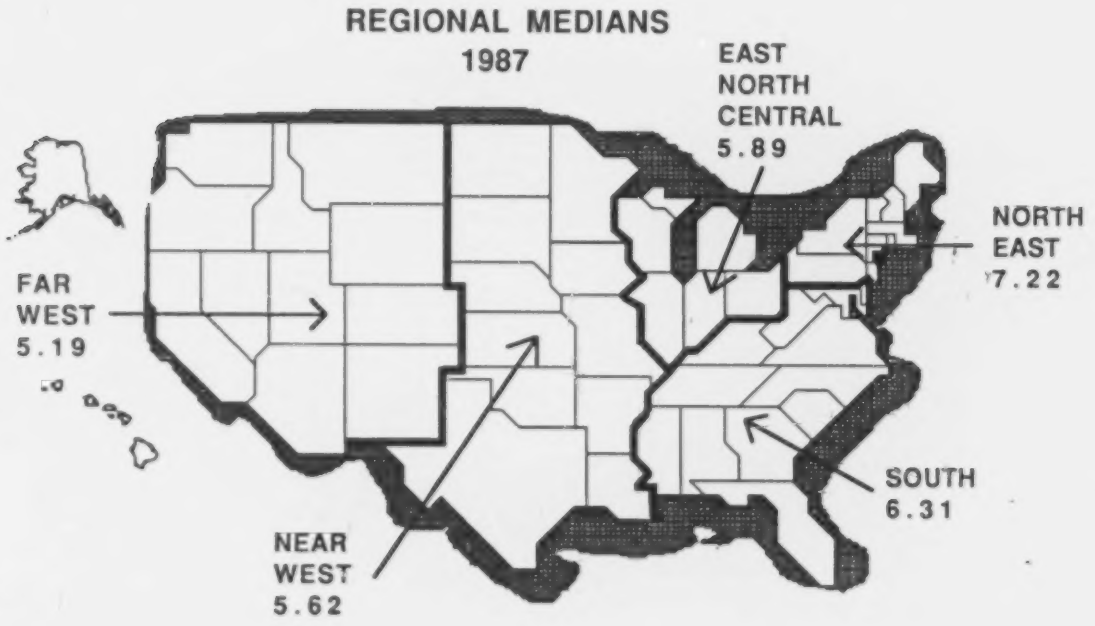



## Discussion

- The length of stay indicator measures the average time an inpatient spends in the hospital. This measure is not adjusted for case mix or severity. In today's environment of fixed payment per case, a reduction in length of stay is usually desirable.

- The all U.S. median length of stay has been dropping during the last four years. The 1987 median was 6.15 days compared to 6.46 days in 1984. It is expected that future reductions will be fairly small; perhaps some increases in length of stay may actually result as patient severity increases.

- Major regional differences exist in length of stay. There is an almost two-day difference between the Northeast region with a median length of stay of 7.22 days in 1987 and the Far West region with a 1987 median of only 5.19 days. It is interesting to note, however, that the Far West trend for length of stay is upward.



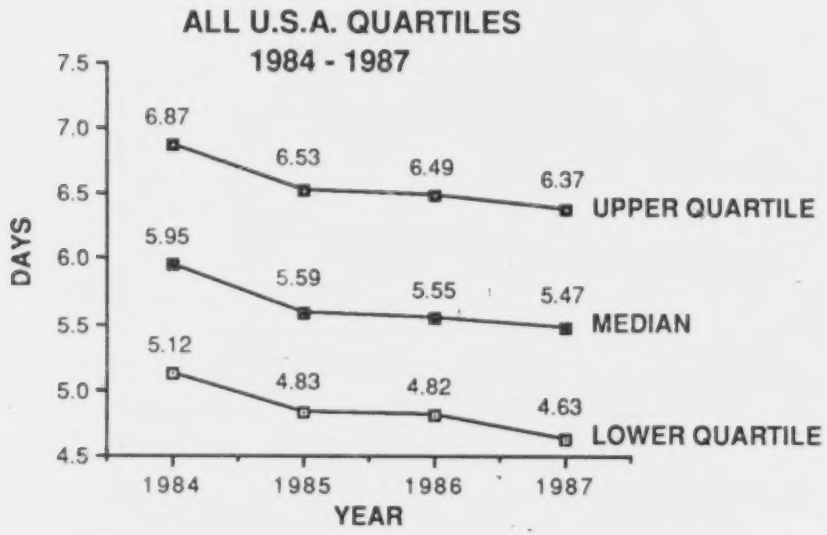

## Discussion (continued)

- Smaller hospitals have much lower length of stay than do larger hospitals. Hospitals having fewer than 100 beds had a 1987 median length of stay of 4.82 days while hospitals having more than 399 beds had a 1987 median length of stay of 7.14 days. About half of this difference can be attributed to case mix; the remainder is most likely due to severity or treatment differences.

- Rural hospitals reported a 1987 median length of stay of 5.17 days compared to the urban median of 6.68 days. About half of this difference can be attributed to case mix differences.

- Teaching hospitals' length of stay was 7.20 days in 1987 compared to 5.90 days for non-teaching hospitals. Half of this difference can be traced to case mix differences; the residual is most likely due to severity or treatment differences.

# LENGTH OF STAY ADJUSTED FOR CASE MIX (DAYS)



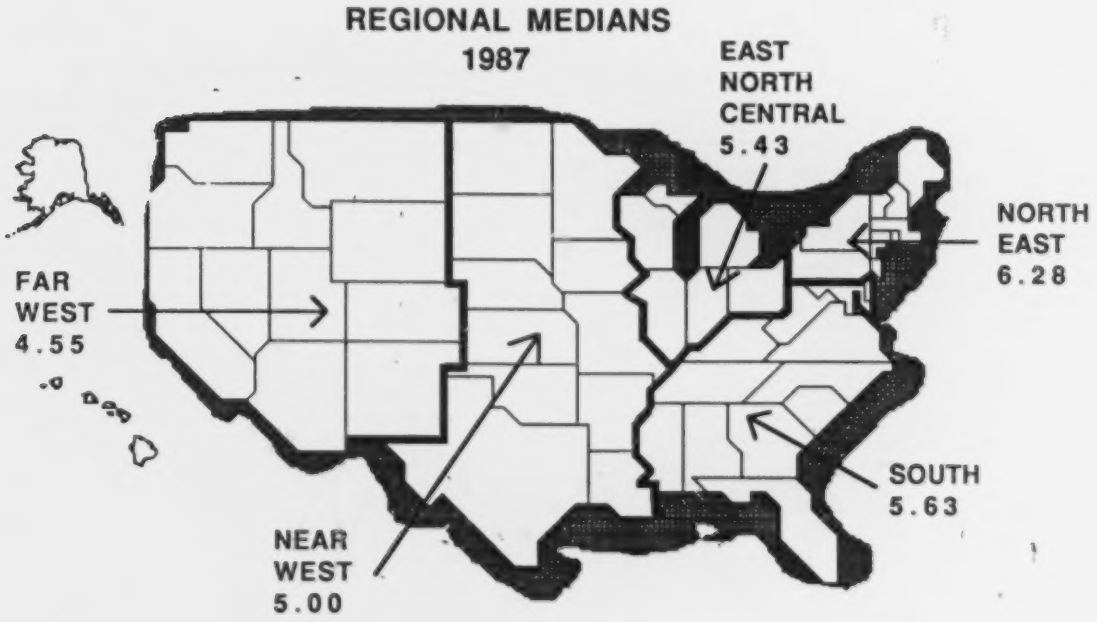

## Discussion

- The length of stay adjusted for case mix indicator measures the average time an inpatient spends in the hospital. This measure is adjusted for case mix but not severity. In today's environment of fixed payment per case, a reduction in length of stay adjusted for case mix is desirable.

- The all U.S. median length of stay adjusted for case mix has been dropping during the last four years. The 1987 median was 5.47 days compared to 5.95 days in 1984. It is expected that future reductions will be fairly small; perhaps some increases in length of stay adjusted for case mix may actually result as patient severity increases.

- Major regional differences exist in length of stay adjusted for case mix. There is a 1.7-day difference between the Northeast region with a median length of stay adjusted for case mix of 6.28 days in 1987 and the Far West region with a 1987 median of only 4.55 days.

## LENGTH OF STAY ADJUSTED FOR CASE MIX (DAYS)



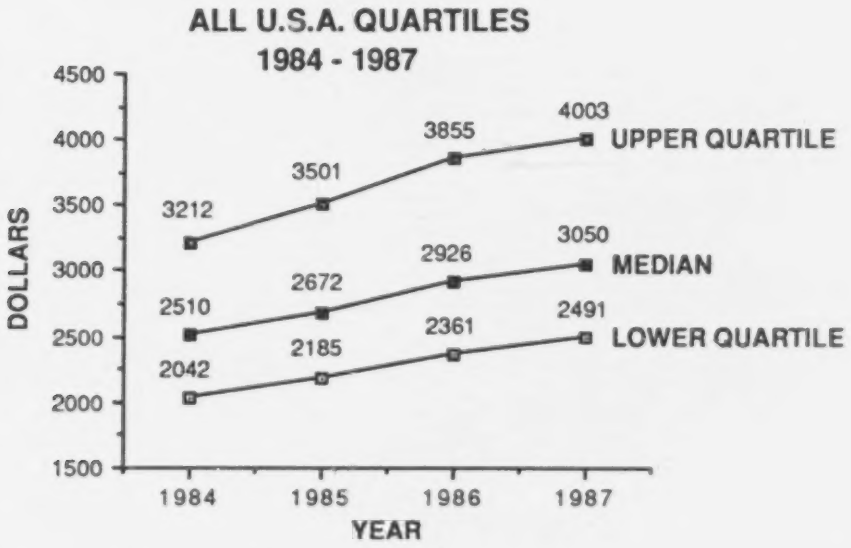

### Discussion (continued)

- Smaller hospitals have a much lower length of stay adjusted for case mix than do larger hospitals. Hospitals having fewer than 100 beds had a 1987 median length of stay adjusted for case mix of 4.86 days while hospitals having more than 399 beds had a 1987 median length of stay adjusted for case mix of 5.84 days. With this great a difference one would expect that profitability would be greater in smaller hospitals. Since profitability is actually lower in the smaller hospital sector, the primary cause is due to much lower net prices. Smaller hospitals appear unable to adequately recover their costs from patient prices.

- Rural hospitals reported a 1987 median length of stay adjusted for case mix of 4.90 days compared to the urban median of 5.75 days.

- Teaching hospitals' length of stay adjusted for case mix was 5.93 days in 1987 compared to 5.35 days for non-teaching hospitals. Most of this difference may be traced to severity or treatment differences.

## COST PER DISCHARGE



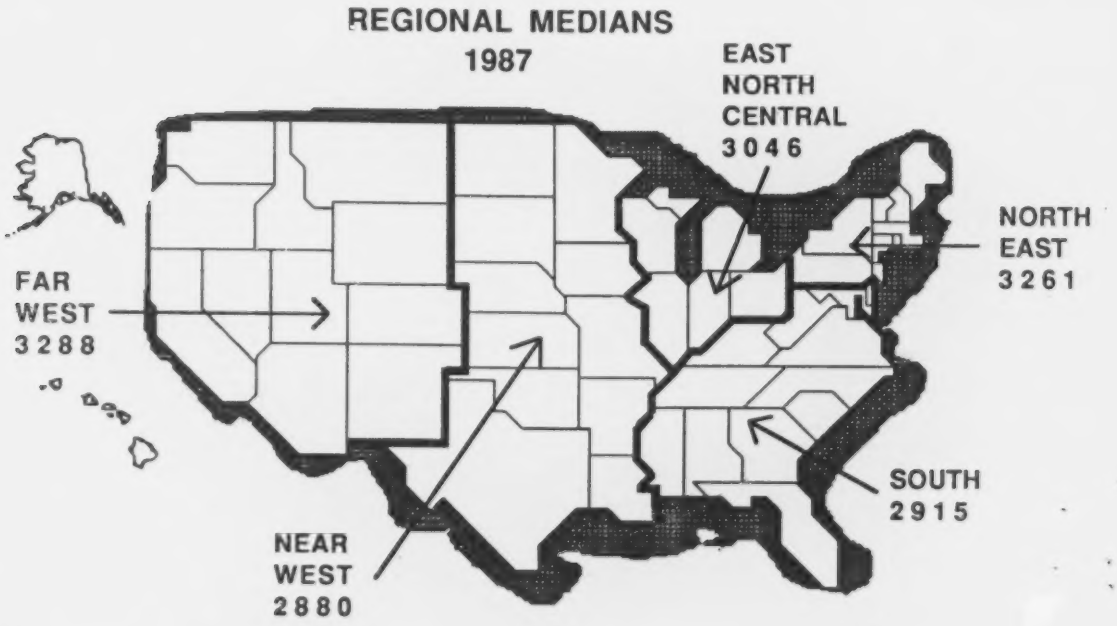

### Discussion

- The cost per discharge indicator provides a measure of the total production cost per inpatient discharge. The indicator is not adjusted for case mix or severity differences. With fixed case payment systems, it is very important to control total costs if adequate levels of profitability are to result.

- Cost per discharge has been increasing during the four-year period but the rate of increase has been fairly small. Presented below are annual rates of increase for the period 1984 to 1987:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| 6.5% | 9.5% | 4.2% |

The underlying problem in hospital profitability during the last two years has been one of inadequate price increases compared to cost increases.




## Discussion (continued)

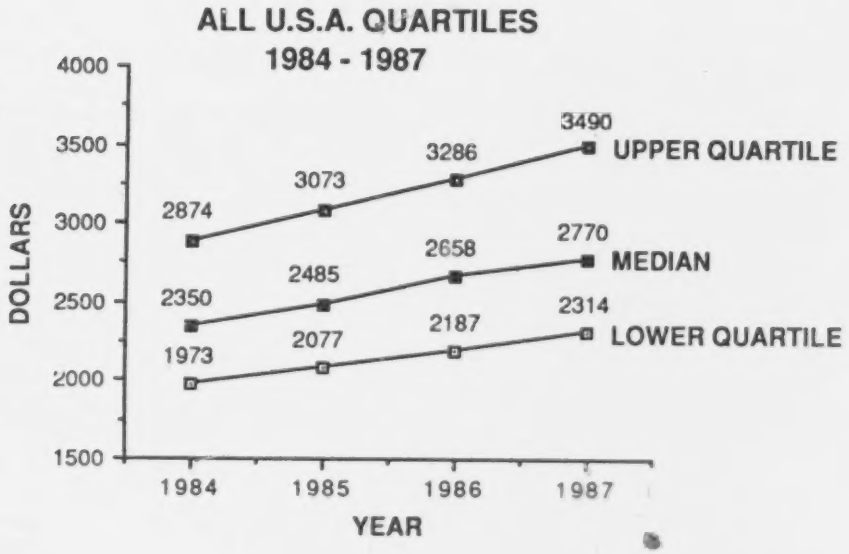
- Significant regional differences in cost per discharge exist. The Northeast and the Far West regions have the highest cost per discharge. Much of the difference in the Northeast may be due to higher lengths of stay, but the cause in the Far West is more difficult to explain since its length of stay is the lowest. An examination of the data appears to indicate that higher salaries in the Far West and higher non-labor costs explain the difference.

- Smaller hospitals have much lower cost per discharge than do larger hospitals. The median cost per discharge for hospitals having fewer than 100 beds in 1987 was $2,417 compared to $4,231 for hospitals having more than 399 beds. About half of this difference is related to case mix.

- Rural hospitals had a median cost per discharge of $2,489 in 1987 compared to $3,492 for urban hospitals. Case mix explains only about 30 percent of the difference. Rates of increase in cost per discharge for both urban and rural hospitals have been fairly similar during the four-year period.

- Teaching hospitals have far higher cost per discharge than do non-teaching hospitals. The 1987 median cost per discharge for teaching hospitals was $4,811 compared to $2,920 for non-teaching hospitals. Higher salaries, longer length of stay, and higher case mix explain the difference.

## COST PER DISCHARGE ADJUSTED FOR CASE MIX




### Discussion

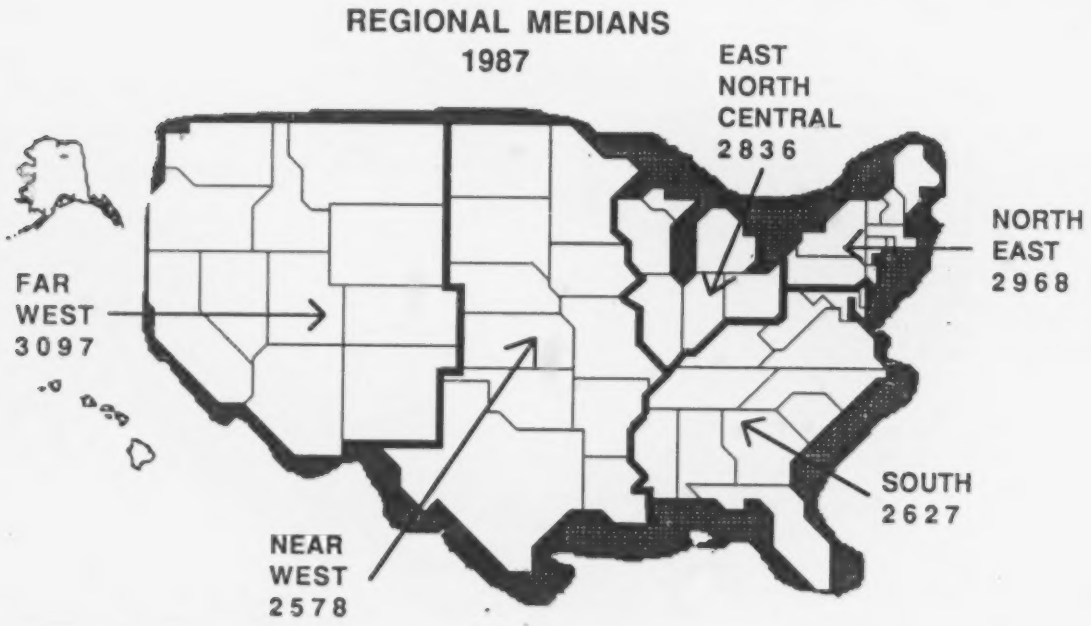
- The cost per discharge adjusted for case mix indicator provides a measure of the total production cost per inpatient discharge. The indicator is adjusted for case mix but not for severity differences. With fixed case payment systems, it is very important to control total costs if adequate levels of profitability are to result.

- Cost per discharge adjusted for case mix has been increasing during the four-year period but the rate of increase has been fairly small. Presented below are annual rates of increase for the period 1984 to 1987:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| 5.7% | 7.0% | 4.2% |

The underlying problem in hospital profitability during the last two years has been one of inadequate price increases when compared to cost increases.

## COST PER DISCHARGE ADJUSTED FOR CASE MIX




### Discussion (continued)

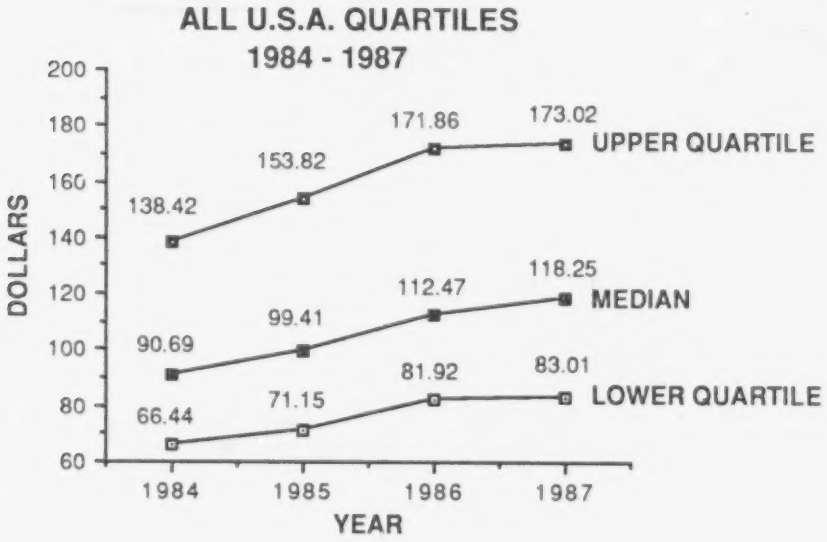
- Significant regional differences in cost per discharge adjusted for case mix exist. The Northeast and the Far West regions have the highest cost per discharge adjusted for case mix. Much of the difference in the Northeast may be due to higher lengths of stay adjusted for case mix, but the cause in the Far West is more difficult to explain since its length of stay adjusted for case mix is the lowest. An examination of the data appears to indicate that higher salaries in the Far West and higher non-labor costs explain the difference.

- Smaller hospitals have much lower cost per discharge adjusted for case mix than do larger hospitals. The median cost per discharge adjusted for case mix for hospitals having fewer than 100 beds in 1987 was $2,332 compared to $3,434 for hospitals having more than 399 beds. Lower salaries, lower staffing, and lower non-labor costs explain this difference.

- Rural hospitals had a median cost per discharge adjusted for case mix of $2,308 in 1987 compared to $3,122 for urban hospitals. Lower salaries, lower staffing, and lower non-labor costs explain the difference.

- Teaching hospitals have far higher cost per discharge adjusted for case mix than do non-teaching hospitals. The 1987 median cost per discharge adjusted for case mix for teaching hospitals was $3,931 compared to $2,643 for non-teaching hospitals. Higher salaries, longer length of stay, higher non-labor costs, and higher staffing explain the difference.

## COST PER VISIT



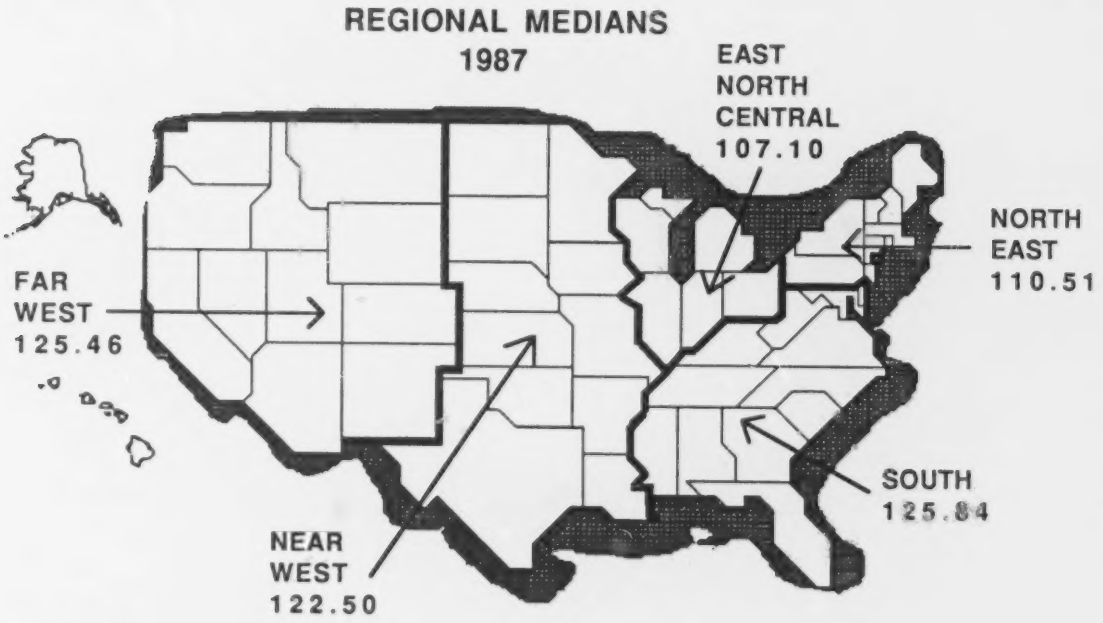

### Discussion

- The cost per visit indicator provides an overall measure of the cost involved in producing one outpatient visit. An outpatient visit to three clinics or services during the same day would be counted as three outpatient visits.

- Cost per visit has been increasing during the last four years at rates exceeding those in the inpatient area. Annual percentage changes are presented below:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| 9.6% | 13.1% | 5.1% |

In the last two years price increases for outpatient services have not kept pace with cost increases. This has led to a large decline in outpatient profitability.




## Discussion (continued)

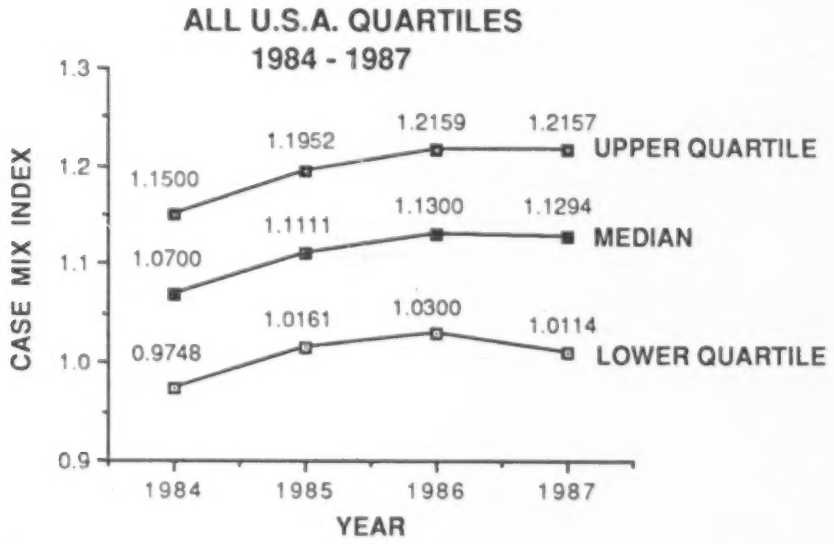
- Regional differences in cost per visit are not so large as might be expected. The South region is the highest cost area with a 1987 median cost per visit of $125.84, only 17.5 percent above the median cost per visit in the East North Central region, the lowest cost region. The relative smallness of the difference suggests that uniformity in outpatient visit definition may be a reality.

- Smaller hospitals have lower cost per visit indicators than do larger hospitals, but the degree of association is not so clear in this area as it was for cost per discharge measures. Hospitals having fewer than 100 beds had a 1987 median cost per visit of $89.94 while hospitals having more than 399 beds had a median cost per visit of $133.06 in 1987.

- Rural hospitals had a median cost per visit of $104.21 in 1987 while urban hospitals reported a value of $127.92. Much of this difference is the result of lower outpatient manhours per visit in the rural sector.

- Teaching hospitals reported a median cost per visit of $134.33 in 1987 compared to $116.95 in the non-teaching sector.

## ALL PATIENT CASE MIX INDEX

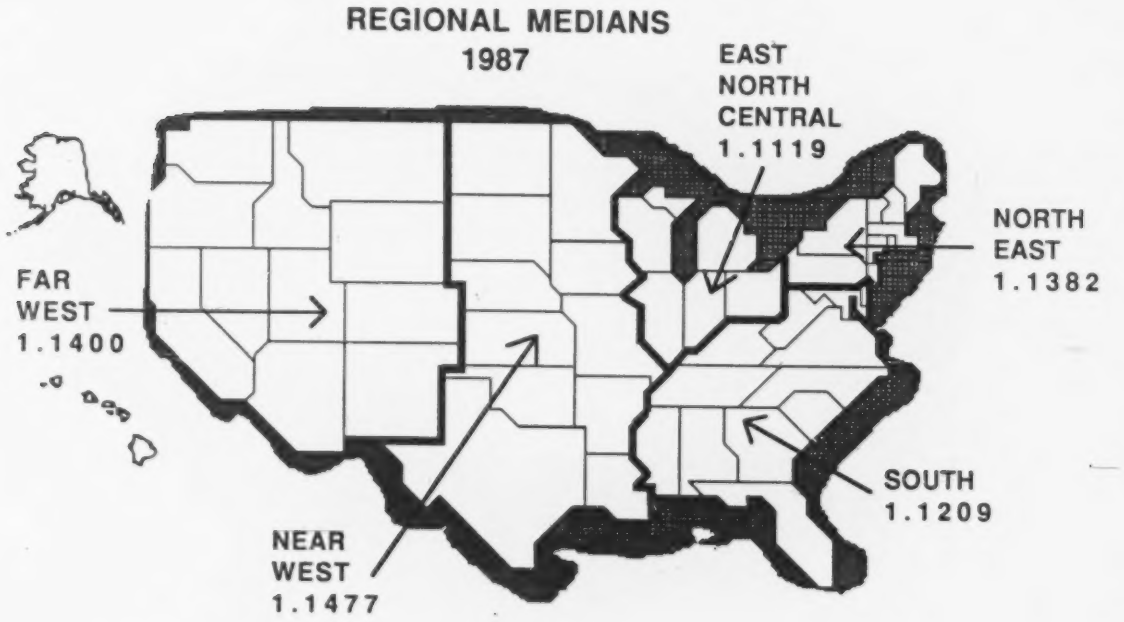



### Discussion

- The all patient case mix index provides a measure of case mix intensity for the hospital's inpatient population. Changes in case mix are not necessarily good or bad. The key objective is to conduct a profitable operation at whatever the case mix happens to be. Changes in case mix can explain changes in inpatient costs.

- Case mix has generally been increasing during the last four years, with the exception of 1987. The 1987 median case mix index was virtually unchanged from the 1986 value. This situation will most likely reverse itself in 1988, and case mix index values will again rise to reflect the increasing intensity of care being provided in hospitals.

- Very little regional variation in case mix indexes exists.



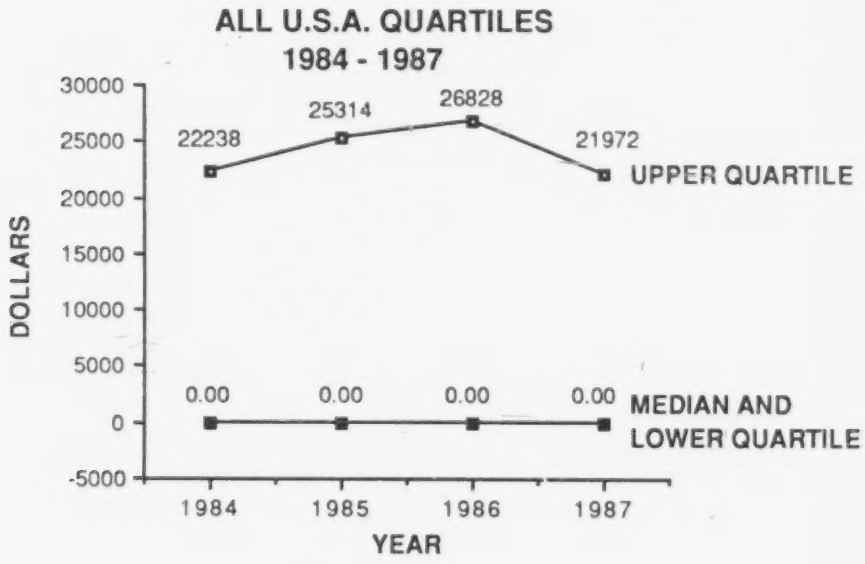

## Discussion (continued)

- There is a strong association between case mix index and bedsize. Larger hospitals have significantly higher case mix index values. All bedsize categories with the exception of the group having fewer than 100 beds experienced sizeable increases in case mix intensity during the four years. The group having fewer than 100 beds has retained a relatively constant case mix index.

- Rural hospitals have always had a much lower case mix index than urban hospitals and the gap appears to be widening. The differences are especially noticeable for the small rural hospitals having fewer than 100 beds. The small rural hospitals appear to be losing more complex cases to larger urban hospitals.

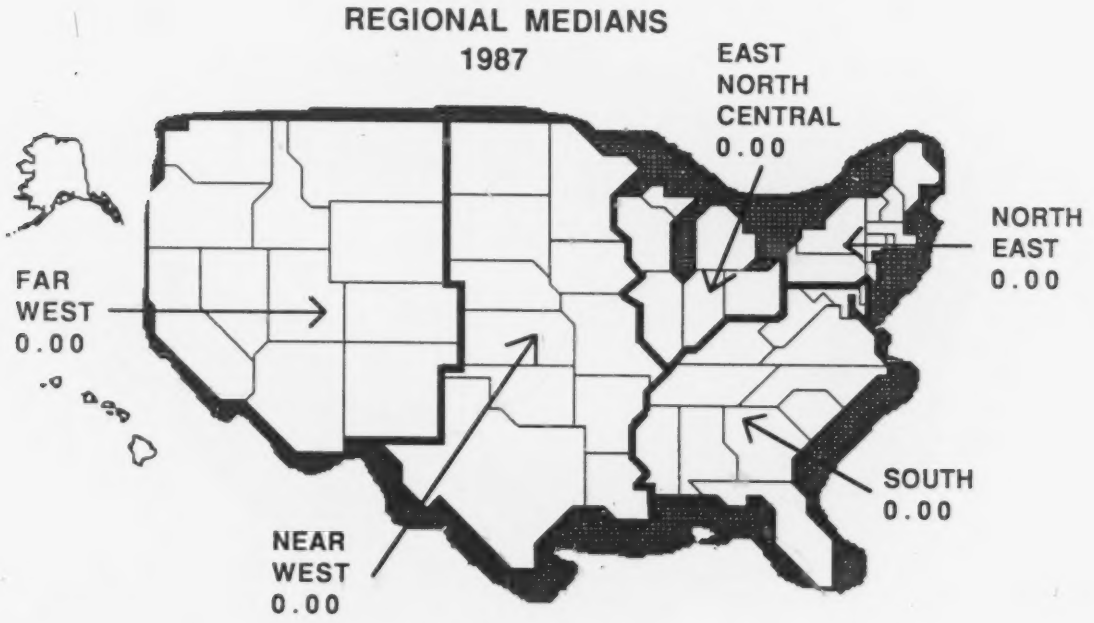
- The median case mix index for teaching hospitals in 1987 was 1.2355 compared to 1.1164 for non-teaching hospitals. The gap between the hospital sectors is widening, possibly indicating that more complex cases are being increasingly transferred to teaching hospitals.

# INTERN AND RESIDENT COST PER FTE




## Discussion

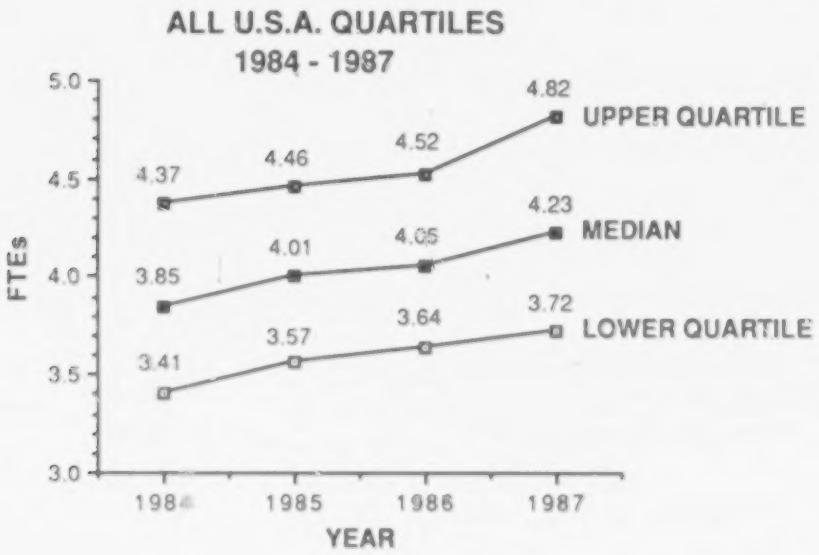
- The intern and resident cost per FTE is defined as direct medical education costs divided by the number of FTE interns and residents. This indicator is of primary interest to teaching hospitals.




## Discussion (continued)

- Median intern and resident cost per FTE is zero for all categories except teaching hospitals. The 1987 median intern and resident cost per FTE for teaching hospitals was $38,670. This value was up 11.6 percent from 1986 and 26.4 percent from 1984. Substantial increases have taken place in this cost category for teaching hospitals, and expectations are that this area will experience large relative increases in the future.

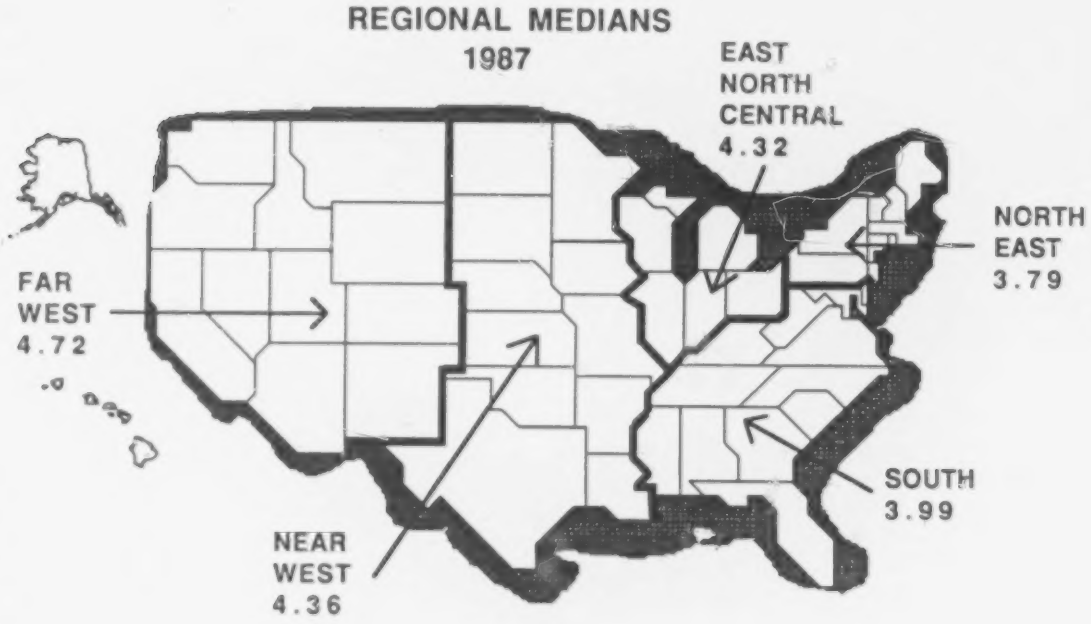
## FTEs PER OCCUPIED BED




### Discussion

- FTEs per occupied bed is a traditional measure of inpatient productivity. It is defined as the number of inpatient FTEs divided by average daily census. Case mix complexity is not included in this measure.

- During the last four years FTEs per occupied bed have increased from 3.85 in 1984 to 4.23 in 1987. This increase has resulted in a $35.42 increase in per diem costs stated in current 1987 dollars or $217.82 per discharge. This increase in labor costs can be traced to changes in case mix. The actual number of inpatient manhours per discharge adjusted for case mix declined during the four-year period.




## Discussion (continued)

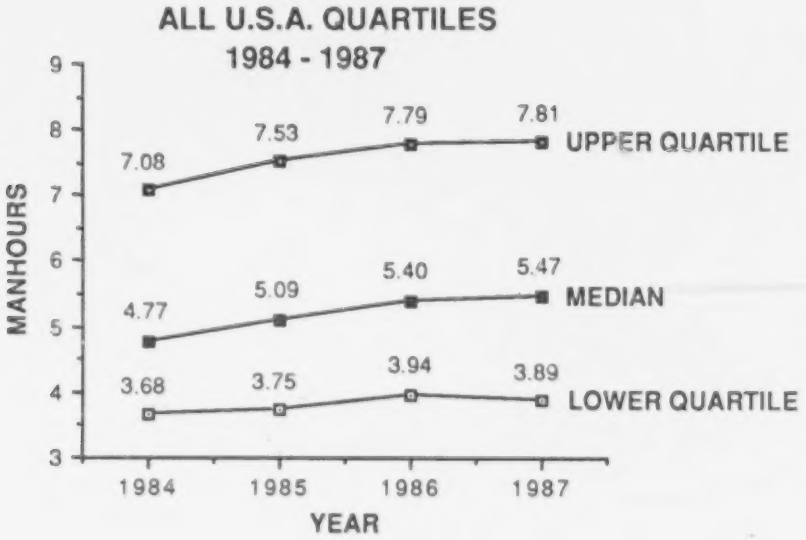
- Regional differences in FTEs per occupied bed are quite large. The Northeast has the lowest FTEs per occupied bed while the Far West has the highest reported values. Much of this difference appears to be related to differences in length of stay. The Northeast with its longer length of stay provides fewer resources per day but provides more days per case.

- Larger hospitals, with the exception of the group having more than 399 beds, have lower FTEs per occupied bed than do smaller hospitals. Most of this difference can be traced to lower lengths of stay in smaller hospitals.

- Very little difference between rural and urban hospitals exists with respect to the FTEs per occupied bed indicator. The 1987 medians were 4.24 for urban hospitals and 4.19 for rural hospitals.

- Teaching hospitals had a 1987 median FTEs per occupied bed of 4.76 compared to 4.12 for non-teaching hospitals. This difference has been relatively constant during the last four years. Both sectors have experienced increases.

# OUTPATIENT MANHOURS PER VISIT

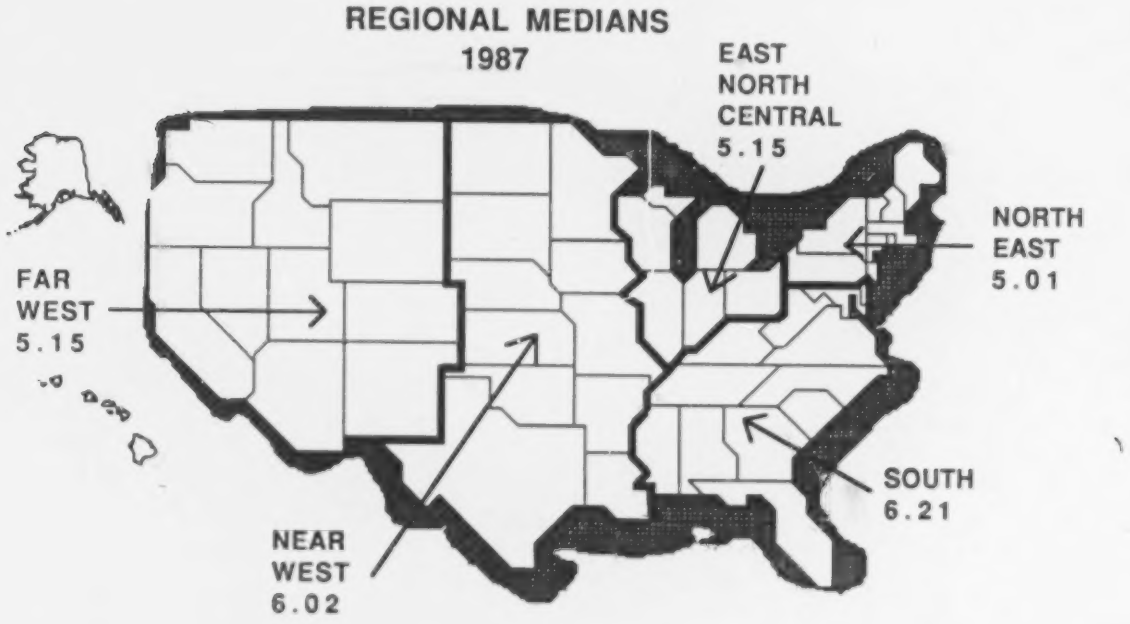



## Discussion

- The outpatient manhours per visit indicator provides a measure of labor productivity in the outpatient area of hospital operations. The measure assumes a standard 2080-hour work year.

- Outpatient manhours per visit have been increasing at a greater rate than FTEs per occupied bed. During the last four years outpatient manhours per visit have increased 14.7 percent compared to a 9.9 percent increase in FTEs per occupied bed. This decline in labor productivity may reflect a difference in the nature of a hospital visit. There is no adjustment possible to reflect changes in the nature of services provided.

- The South region has the highest outpatient manhours per visit: 6.21 in 1987. Its present position is largely a result of a 28.6 percent increase in outpatient manhours per visit during the last four years. Since the South region also has the highest net price per visit, its present position may reflect a more complex and more intense outpatient visit.



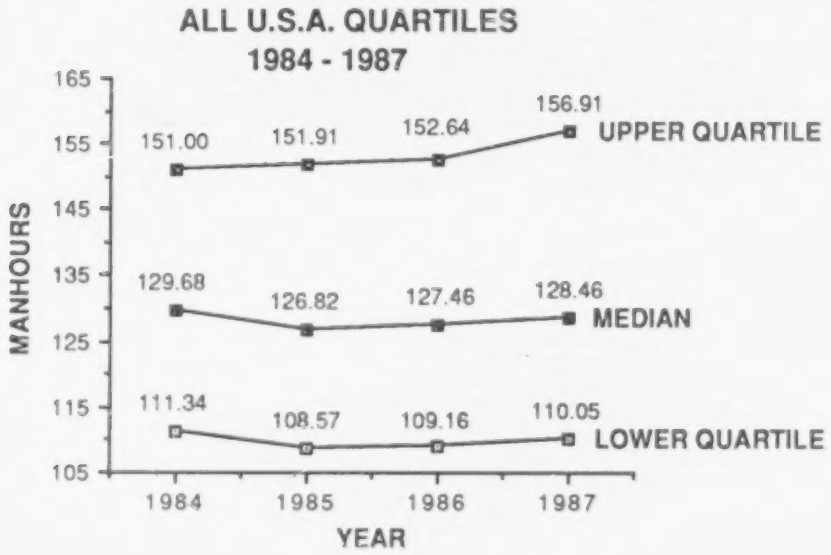

## Discussion (continued)

- There is little association between hospital size and outpatient manhours per visit. Hospitals having fewer than 100 beds had the lowest reported values in 1987 (4.77) but the highest reported values were in the 200-299 bedsize group (6.25).

- Rural hospitals have lower outpatient manhours per visit values than do urban hospitals. The gap between the two sectors is widening and may indicate a greater expansion into more complex outpatient areas by urban hospitals.

- There is very little difference between teaching and non-teaching hospitals in reported values for outpatient manhours per visit. The 1987 median for teaching hospitals was 5.37 compared to 5.48 for non-teaching hospitals. Teaching hospitals experienced very small increases in outpatient manhours per visit (5.5 percent during the last four years) while non-teaching hospitals experienced a 17.6 percent increase from 1984 to 1987.

# INPATIENT MANHOURS PER DISCHARGE ADJUSTED FOR CASE MIX

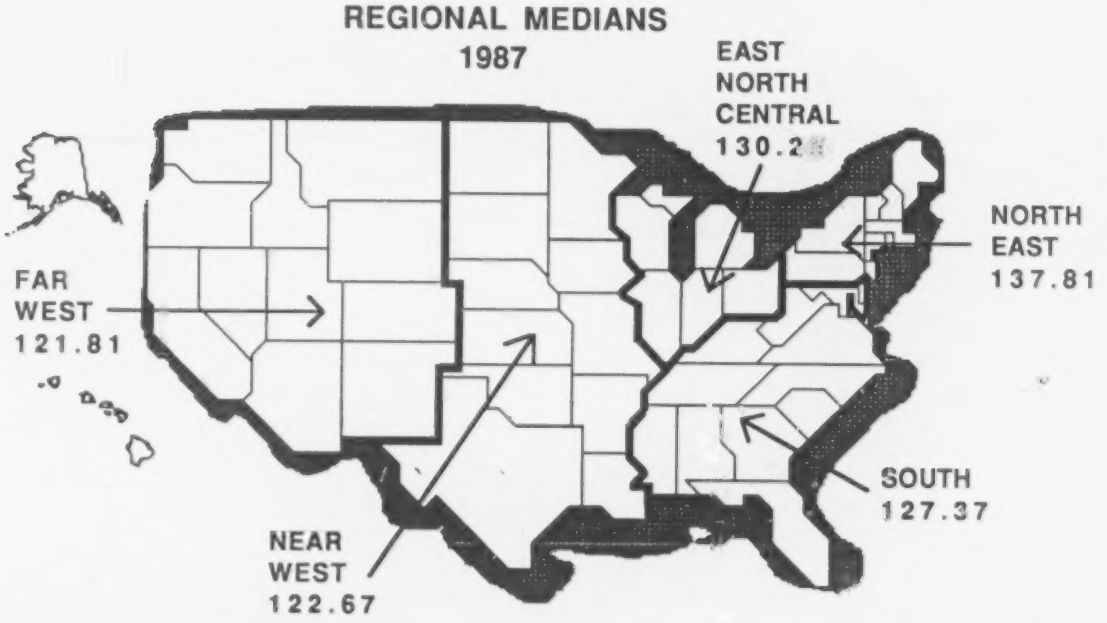



## Discussion

- The inpatient manhours per discharge adjusted for case mix indicator provides a measure of labor productivity which adjusts for differences in case mix complexity. Because most hospitals expend about 50 percent of their total budget for labor-related costs, it is very important to maximize labor productivity.

- Since 1984 inpatient manhours per discharge adjusted for case mix has declined from 129.68 in 1984 to 128.46 in 1987. The trend, however, since 1985 has been up slightly. In light of the dramatic reductions in volume which have taken place in the hospital industry, it is remarkable that larger increases have not occurred. If volume does not turn upward, we would expect a deterioration in this measure to occur because remaining fixed labor costs will be spread over fewer units.

# INPATIENT MANHOURS PER DISCHARGE ADJUSTED FOR CASE MIX




## Discussion (continued)

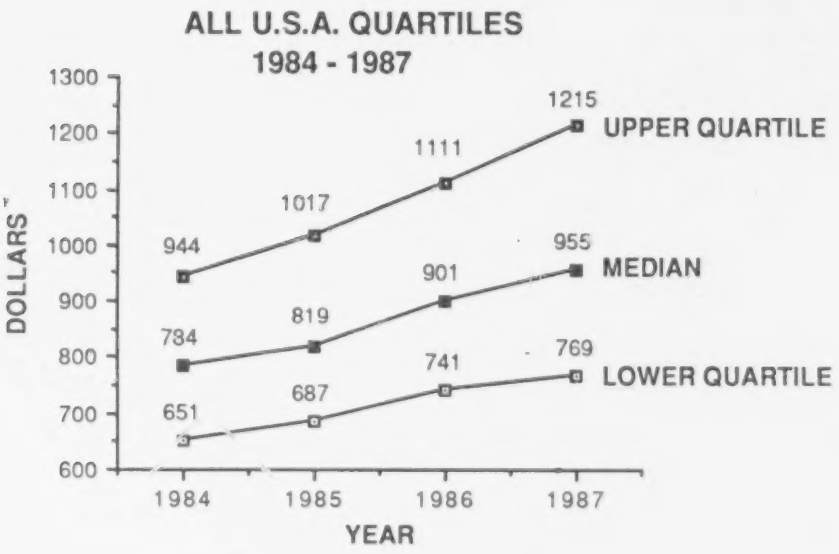
- Regional differences in inpatient manhours per discharge adjusted for case mix are relatively small. The Northeast recorded the highest value of 137.81, but this was only 13.1 percent above the lowest value of 121.81 which occurred in the Far West. Major opportunities for improved productivity may not exist unless volume increases take place, permitting the spread of fixed labor costs over more units.

- There is a strong association between size and inpatient manhours per discharge adjusted for case mix. Larger hospitals appear to have lower labor productivity. Hospitals having more than 400 beds had a 1987 median inpatient manhours per discharge adjusted for case mix of 146.98 compared to only 116.55 for hospitals having fewer than 100 beds. Much of this difference may reflect unrecorded differences in severity.

- Rural hospitals had a 1987 median inpatient manhours per discharge adjusted for case mix of 116.11 compared to 137.39 for urban hospitals. Differences in severity again may have caused this variation.

- Teaching hospitals had a 1987 median inpatient manhours per discharge adjusted for case mix that was 28.6 percent higher than non-teaching hospitals. Severity plus additional teaching costs may be the cause for this variation.

# OTHER COSTS PER DISCHARGE ADJUSTED FOR CASE MIX



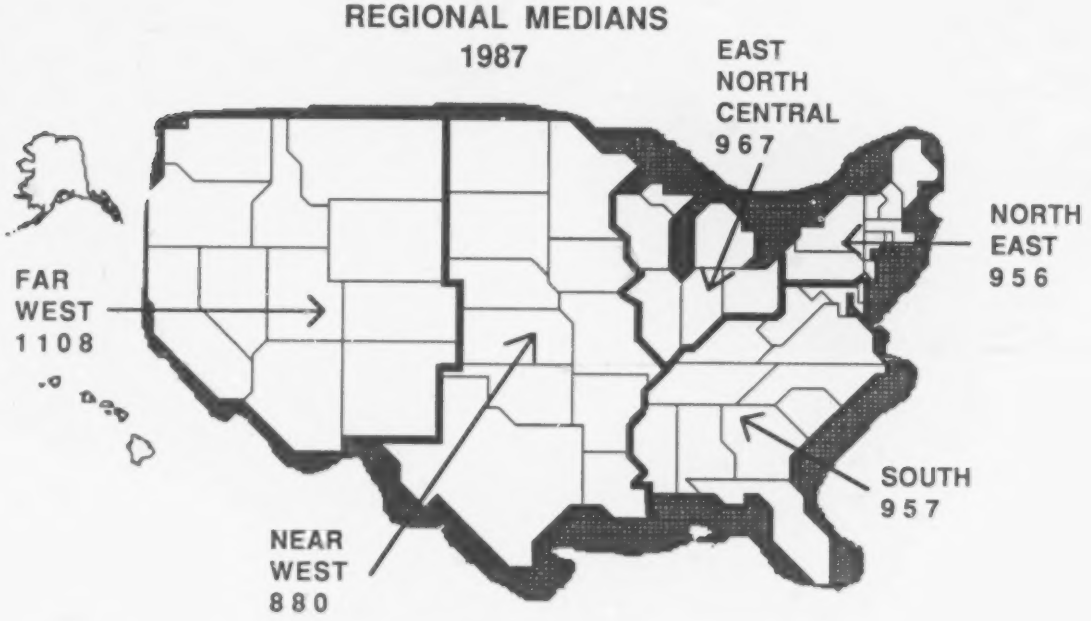

## Discussion

- The other costs per discharge adjusted for case mix indicator provides a measure of operating efficiency. Other costs consist of all costs other than salaries and wages, fringe benefits, interest, depreciation, professional liability, and direct medical education costs.

- Other costs per discharge adjusted for case mix have been increasing at rates greater than labor costs during the last four years. The 1987 national median of $955.04 was up 21.7 percent from 1984. Cost control in this area would appear to be especially critical at this time because hospitals are very likely to face sizeable pressure for increased wages and salaries during the next several years.

- The Far West region had a significantly higher other costs per discharge adjusted for case mix in 1987. Much of this difference was caused by a 13.2 percent increase in 1987 which was 2.2 times the national rate of increase.

# OTHER COSTS PER DISCHARGE ADJUSTED FOR CASE MIX



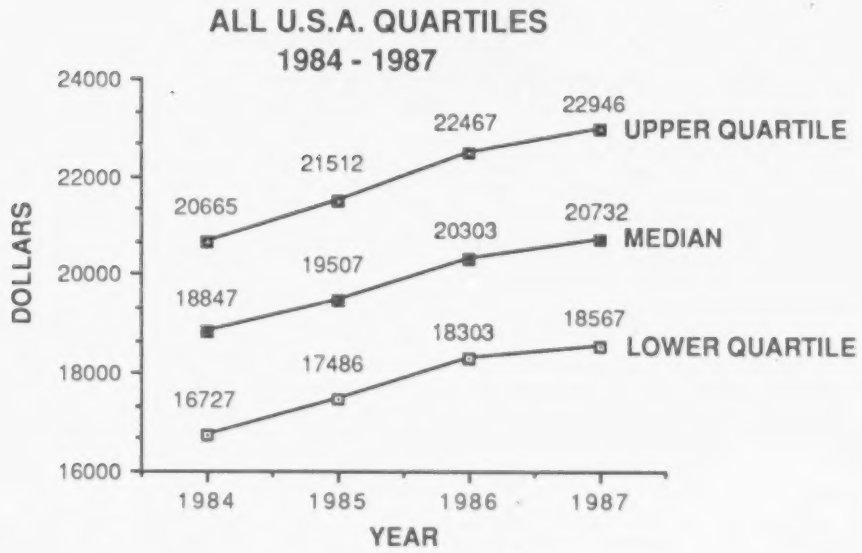

## Discussion (continued)

- Other costs per discharge adjusted for case mix are strongly related to bedsize. The 1987 median for hospitals having fewer than 100 beds was $842.70 compared to $1,164.17 for hospitals having more than 400 beds.

- Rural hospitals have lower values for other costs per discharge adjusted for case mix than do urban hospitals. The gap appears to be widening; during the last four years urban hospitals increased their other costs per discharge adjusted for case mix 25.7 percent compared to only 19.0 percent for rural hospitals.

- Teaching hospitals have much higher other costs per discharge adjusted for case mix than do non-teaching hospitals. The 1987 teaching median of $1,296.35 was well above the non-teaching median of $923.75. Growth in this cost area was especially great for teaching hospitals during the last four years, 36.1 percent since 1984.

## SALARY PER FTE




### Discussion

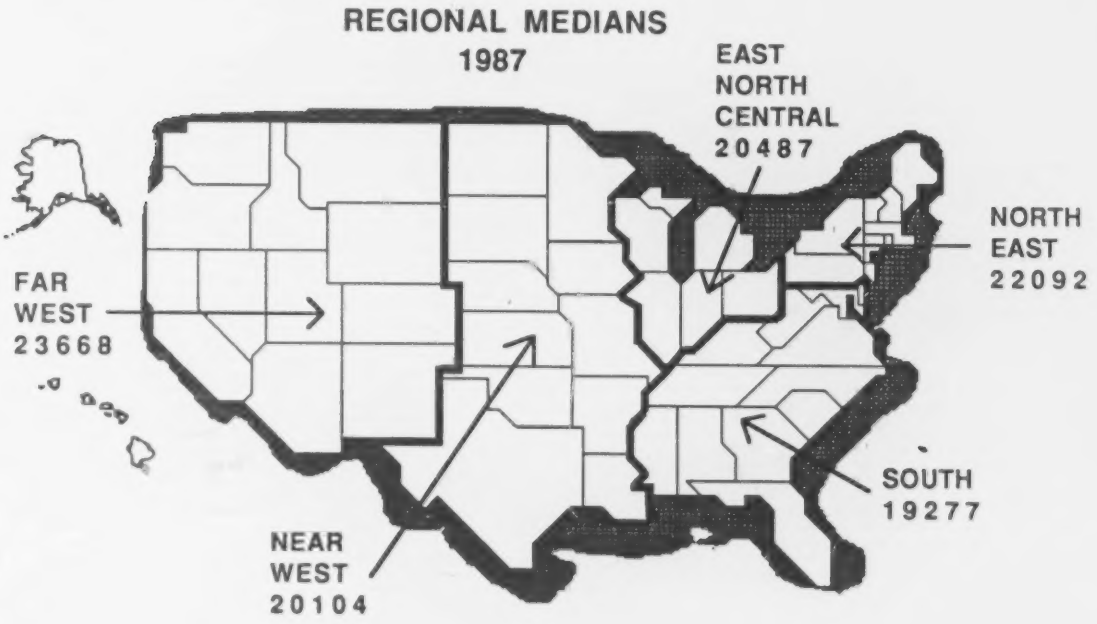
- The salary per FTE indicator provides a simple measure of the relative cost of the largest resource item used in the hospital industry. Control over wage rates is very important to hospital financial viability.

- Increases is salary per FTE have been extremely low in the last four years. Average percentage changes in median salary per FTE are presented below:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| 3.7% | 4.1% | 1.9% |

  It is very unlikely that percentage wage increases this low can be maintained into the future.

- Salary per FTE is highest in the Far West and lowest in the South region. Wage increases in the last four years have been higher in the Far West and South regions.



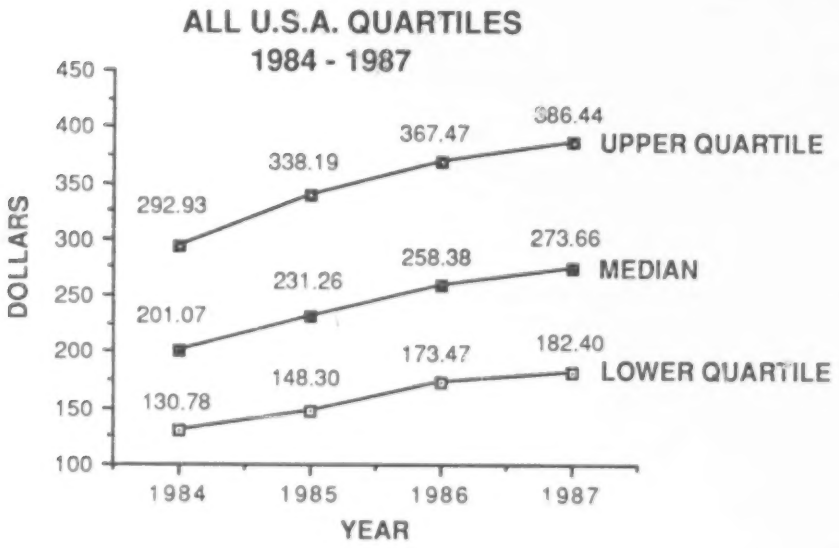

## Discussion (continued)

- Smaller hospitals have lower salary per FTE values than do larger hospitals. While larger hospitals do pay more per FTE, the gap appears to be narrowing somewhat. Hospitals having fewer than 100 beds increased their salary per FTE 13.1 percent since 1984 while hospitals having more than 400 beds increased their salary per FTE 10.0 percent since 1984.

- Rural hospitals do have lower salary per FTE than do urban hospitals, $18,544 compared to $21,895. The difference does not appear to be narrowing.

- Teaching hospitals pay more than non-teaching hospitals and the difference is getting larger. Teaching hospitals had a 1987 median salary per FTE of $23,025 compared to $20,359 for non-teaching hospitals. Salary per FTE increased 13.8 percent in the teaching sector during the 1984 to 1987 period compared to 10.0 percent in the non-teaching sector.

## CAPITAL COSTS PER DISCHARGE



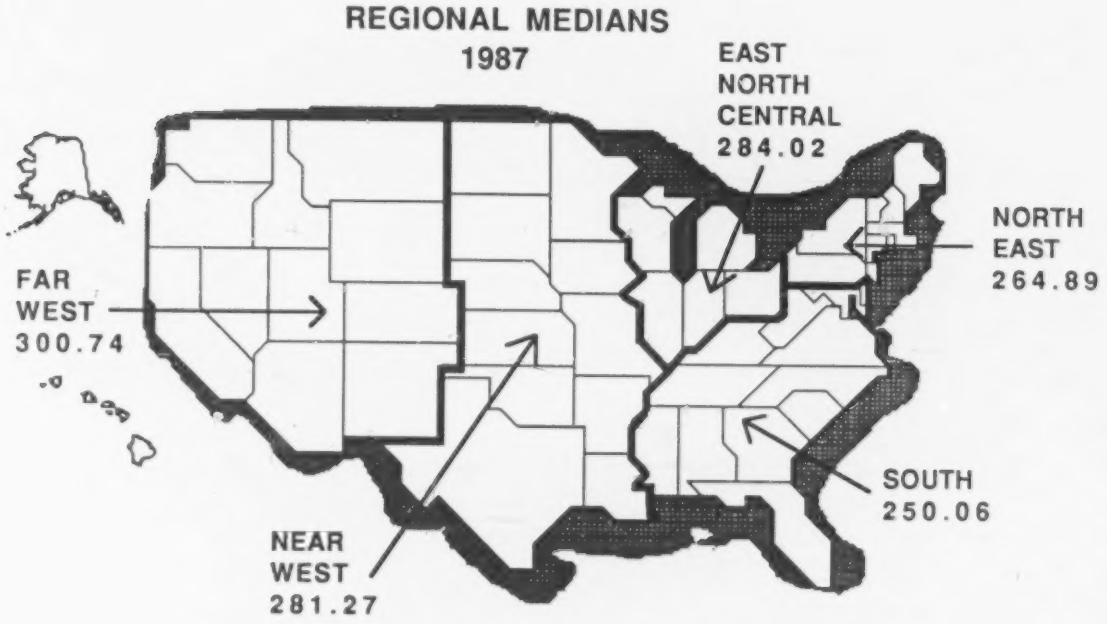

### Discussion

- The capital costs per discharge indicator measures the total amount of capital costs defined as interest and depreciation per unadjusted discharge. Control over capital costs is becoming especially important because Medicare has reduced its payment for capital costs.

- Capital costs per discharge have been increasing at rates far in excess of labor related costs during the last four years. Much of this increase could be the result of spreading a relatively fixed cost of production over fewer units of output. The average percentage changes in capital costs per discharge for the last four years are presented below:

| 1984/1985 | 1985/1986 | 1986/1987 |
|---|---|---|
| 15.0% | 11.7% | 5.9% |

- Regional differences in capital costs per discharge exist. Much of the difference may be due to length of stay. The Far West region has the lowest capital costs per discharge and it also has the lowest length of stay.



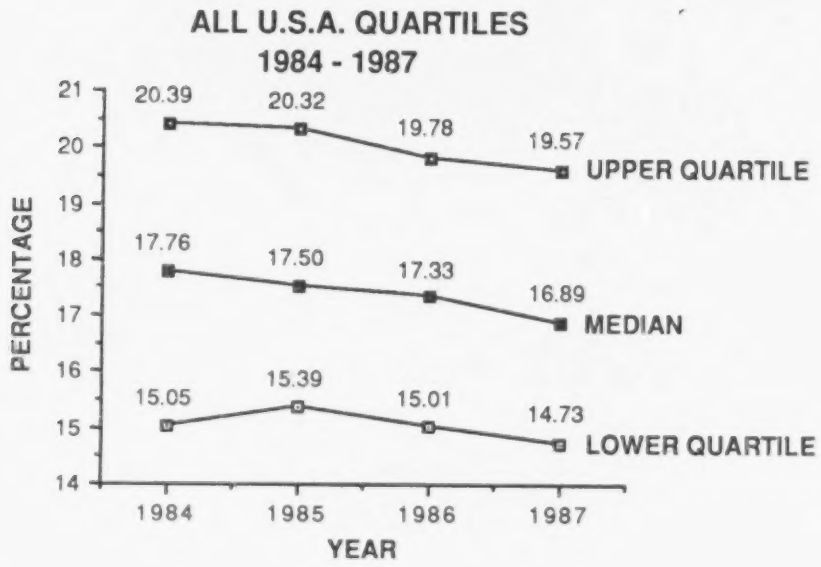

## Discussion (continued)

- There is a very clear association between bedsize and capital costs per discharge. Hospitals having fewer than 100 beds had a 1987 median capital costs per discharge of $167.93 compared to $340.28 for hospitals having more than 400 beds. Since length of stay is lower in smaller hospitals, this difference appears to be due to case mix and capital resource intensity.

- Urban hospitals have far higher capital costs per discharge than do rural hospitals and the gap is widening. The 1987 rural median for capital costs per discharge was $204.47 compared to $312.59 for urban hospitals. Capital costs per discharge increased 43.5 percent during the last three years in the urban sector compared to only 27.0 percent in the rural sector. Some of this difference reflects the inability of the small rural hospital to attract capital to finance major equipment and renovation projects.

- Teaching hospitals have higher capital costs per discharge values than do non-teaching hospitals, but the relative difference has been fairly constant. The 1987 median capital costs per discharge for teaching hospitals was $347.68 compared to $265.10 for non-teaching hospitals.

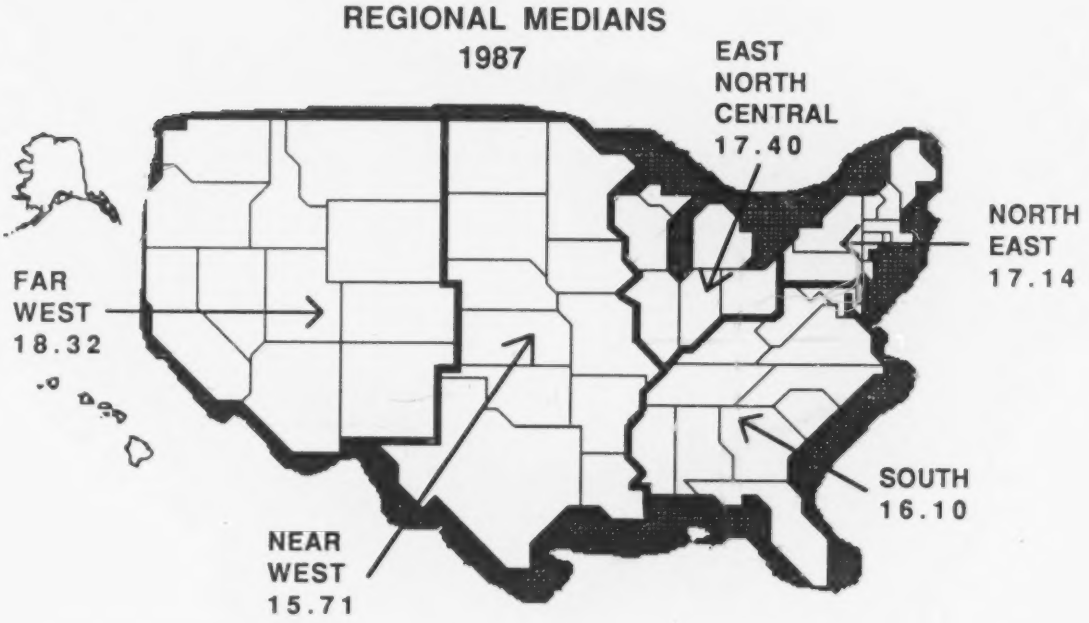
# EMPLOYEE BENEFITS PERCENTAGE




## Discussion

- The employee benefits percentage indicator measures the percent of salaries that is paid to employees in addition to salaries for fringe benefits. Fringe benefits include payroll tax items, insurance, and retirement. Paid vacation or rest periods are not included as fringe benefits.

- During the last four years the employee benefits percentage has had a general downward trend. The decline is especially surprising in light of the relatively low increase in wages and salaries.



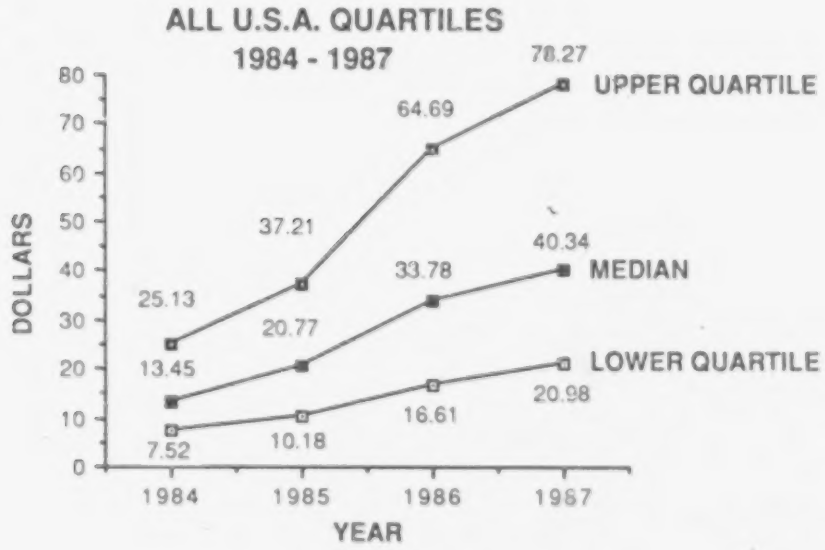

## Discussion (continued)

- Regional differences in employee benefits percentages track fairly closely with regional differences in salary per FTE. The Far West had the highest salary per FTE; it also has the highest employee benefits percentage. Total employee compensation is therefore clearly the highest in the Far West region.

- Employee benefits percentages are associated with bedsize in the same manner as salary per FTE. Larger hospitals generally have both higher salaries and higher fringe benefit payments.

- Little difference between urban and rural hospitals with respect to employee benefits percentages exists. Urban hospitals reduced their employee benefits percentage from 18.26 percent in 1984 to 16.96 percent in 1987. Rural hospitals reported a 1987 median value of 16.74 percent which was almost identical to their 1984 value of 16.67 percent.

# PROFESSIONAL LIABILITY INSURANCE PER DISCHARGE

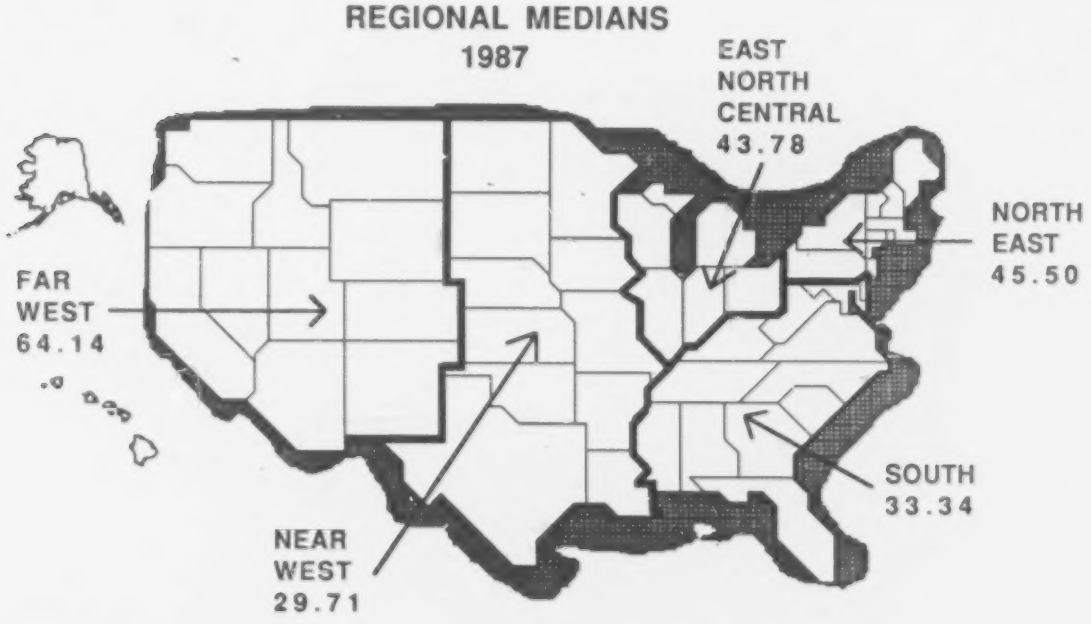



## Discussion

- The professional liability insurance per discharge indicator includes payments for insurance premiums or payments to a self-insurance trust fund. This indicator is not adjusted for case mix.

- There is no area of reported cost in our data set that has experienced so dramatic an increase as professional liability insurance per discharge. The average rate of increase per year during the period 1984 to 1987 has been 44.2 percent. The increases have been exorbitant; however, professional liability insurance per discharge is still a relatively small item in the total cost of running a hospital.

# PROFESSIONAL LIABILITY INSURANCE PER DISCHARGE




## Discussion (continued)

- Professional liability insurance per discharge has significant regional variation. The Far West has the highest values in 1987 and has experienced larger rates of increase in the last four years.

- Professional liability insurance per discharge is highly related to bedsize. Larger hospitals pay significantly more for professional liability coverage. This difference has grown enormously in the last four years. The larger hospitals appear to have been hit with far higher increases in premiums.

- Professional liability insurance per discharge is higher in the urban hospitals than in the rural hospitals. There do not appear to be any major differences, however, in rates of increase during the last four years.

- Teaching hospitals paid $80.04 in professional liability insurance per discharge in 1987 compared to $37.22 for non-teaching hospitals. While the absolute dollar difference has been increasing, the rates of increase in the two sectors is fairly similar.

# APPENDIX A

# DEFINITION OF INDICATORS

# GLOSSARY OF INDICATORS

| | Indicator | Definition | Desired Position* | |
|---|---|---|---|---|
| **Profit Indicators** | | | | |
| 1 | Profit per Discharge | $\frac{\text{Inpatient Revenue - Inpatient Cost}}{\text{Total Discharges}}$ | Up | Above |
| 2 | Profit per Visit | $\frac{\text{Outpatient Net Revenue - Outpatient Cost}}{\text{Total Visits}}$ | Up | Above |
| 3 | Profit per Discharge Adjusted for Case Mix | $\frac{\text{Inpatient Revenue - Inpatient Cost}}{\text{Total Discharges x Case Mix Index}}$ | Up | Above |
| **Net Price Indicators** | | | | |
| 4 | Medicare-Payment Percentage | $\frac{\text{Medicare Discharges x 100}}{\text{Total Discharges}}$ | Down | Below |
| 5 | Net Price per Discharge | $\frac{\text{Net Inpatient Revenue}}{\text{Total Discharges}}$ | Up | Above |
| 6 | Net Price per Discharge Adjusted for Case Mix | $\frac{\text{Net Inpatient Revenue}}{\text{Total Discharges x Case Mix Index}}$ | Up | Above |
| 7 | Net Price per Visit | $\frac{\text{Net Outpatient Revenue}}{\text{Total Outpatient Visits}}$ | Up | Above |
| 8 | Bad Debt and Charity Care Percentage | $\frac{\text{Bad Debt and Charity Care x 100}}{\text{Gross Patient Revenue}}$ | Down | Below |
| 9 | Inpatient Revenue Percentage | $\frac{\text{Net Inpatient Revenue x 100}}{\text{Total Revenue}}$ | Neutral | Neutral |
| 10 | Outpatient Revenue Percentage | $\frac{\text{Net Outpatient Revenue x 100}}{\text{Total Revenue}}$ | Neutral | Neutral |
| 11 | Other Revenue Percentage | $\frac{\text{Other Revenue x 100}}{\text{Total Revenue}}$ | Up | Above |
| 12 | Contractual Allowance Percentage | $\frac{\text{Contractual Allowances x 100}}{\text{Gross Patient Revenue}}$ | Down | Below |
| **Volume Indicators** | | | | |
| 13 | Average Daily Census | $\frac{\text{Patient Days}}{365}$ | Up | Above |

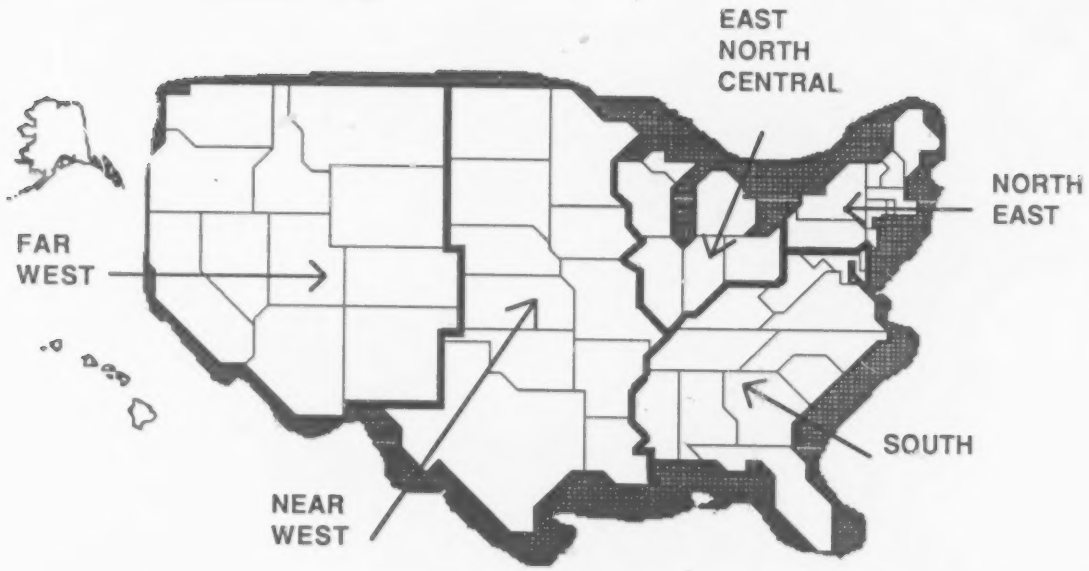
| Indicator | Definition | Desired Position* | |
|---|---|---|---|
| 14 Occupancy Percentage | Patient Days x 100 / 365 x Licensed Beds | Up | Above |
| 15 Occupancy Percentage for Staffed Beds | Patient Days x 100 / 365 x Staffed Beds | Up | Above |
| **Length of Stay Indicators** | | | |
| 16 Length of Stay | Patient Days / Total Discharges | Down | Below |
| 17 Length of Stay Adjusted for Case Mix | Patient Days / Discharges x Case Mix Index | Down | Below |
| **Intensity of Service Indicators** | | | |
| 18 Cost per Discharge | Inpatient Operating Expense / Total Discharges | Down | Above |
| 19 Cost per Discharge Adjusted for Case Mix | Inpatient Operating Expense / Total Discharges x Case Mix Index | Down | Below |
| 20 Cost per Visit | Total Outpatient Expenses / Total Outpatient Visits | Down | Below |
| 21 All Patient Case Mix Index | Case Mix Index | Neutral | Neutral |
| 22 Intern and Resident Cost per FTE | Direct Medical Education Cost / FTE Interns and Residents | Down | Below |
| **Efficiency Indicators** | | | |
| 23 FTEs per Occupied Bed | Inpatient FTEs / Average Daily Census | Down | Below |
| 24 Outpatient Manhours per Visit | Outpatient FTEs x 2080 / Total Outpatient Visits | Down | Below |
| 25 Inpatient Manhours per Discharge Adjusted for Case Mix | Inpatient FTEs x 2080 / Discharges x Case Mix Index | Down | Below |
| 26 Other Costs per Discharge Adjusted for Case Mix | Inpatient Other Operating Expense / Total Discharges x Case Mix Index | Down | Below |
| **Unit Cost of Input Indicators** | | | |
| 27 Salary per FTE | Salaries / FTEs | Down | Below |

| | Indicator | Definition | Desired Position* | |
|---|---|---|---|---|
| 28 | Capital Cost per Discharge | Inpatient Interest and Inpatient Depreciation / Total Discharges | Down | Below |
| 29 | Employee Benefits Percentage | Fringe Benefits x 100 / Total Salaries | Down | Below |
| 30 | Professional Liability Insurance per Discharge | Inpatient Professional Liability Insurance / Total Discharges | Down | Below |

* Desired position is categorized with respect to the relationship between the trend and median values. The desired position only identifies whether increasing or decreasing values are desirable with respect to trend or whether values above or below median values are desirable. In summary, if larger values of ratios are favorable they will be designated as "Up" and "Above" in the desired position columns while ratios for which smaller values are favorable will be designated as "Down" and "Below."

# APPENDIX B

# DEFINITION OF REGIONAL GROUPINGS




| | | |
|---|---|---|
| **Northeast Region** | Connecticut | New Jersey |
| | Maine | New York |
| | Massachusetts | Pennsylvania |
| | New Hampshire | Rhode Island |
| | | Vermont |
| **East North Central Region** | Illinois | Michigan |
| | Indiana | Ohio |
| | | Wisconsin |
| **South Region** | Alabama | Mississippi |
| | Delaware | North Carolina |
| | District of Columbia | Puerto Rico |
| | Florida | South Carolina |
| | Georgia | Tennessee |
| | Kentucky | Virginia |
| | Maryland | West Virginia |
| **Near West Region** | Arkansas | Nebraska |
| | Iowa | North Dakota |
| | Kansas | Oklahoma |
| | Louisiana | South Dakota |
| | Minnesota | Texas |
| | Missouri | |
| **Far West Region** | Alaska | Nevada |
| | Arizona | New Mexico |
| | California | Oregon |
| | Colorado | Utah |
| | Hawaii | Washington |
| | Idaho | Wyoming |
| | Montana | |

# APPENDIX C

# QUARTILE VALUES OF INDICATORS

# 1984 - 1987 COMPARATIVE VALUES FOR PROFIT PER DISCHARGE $

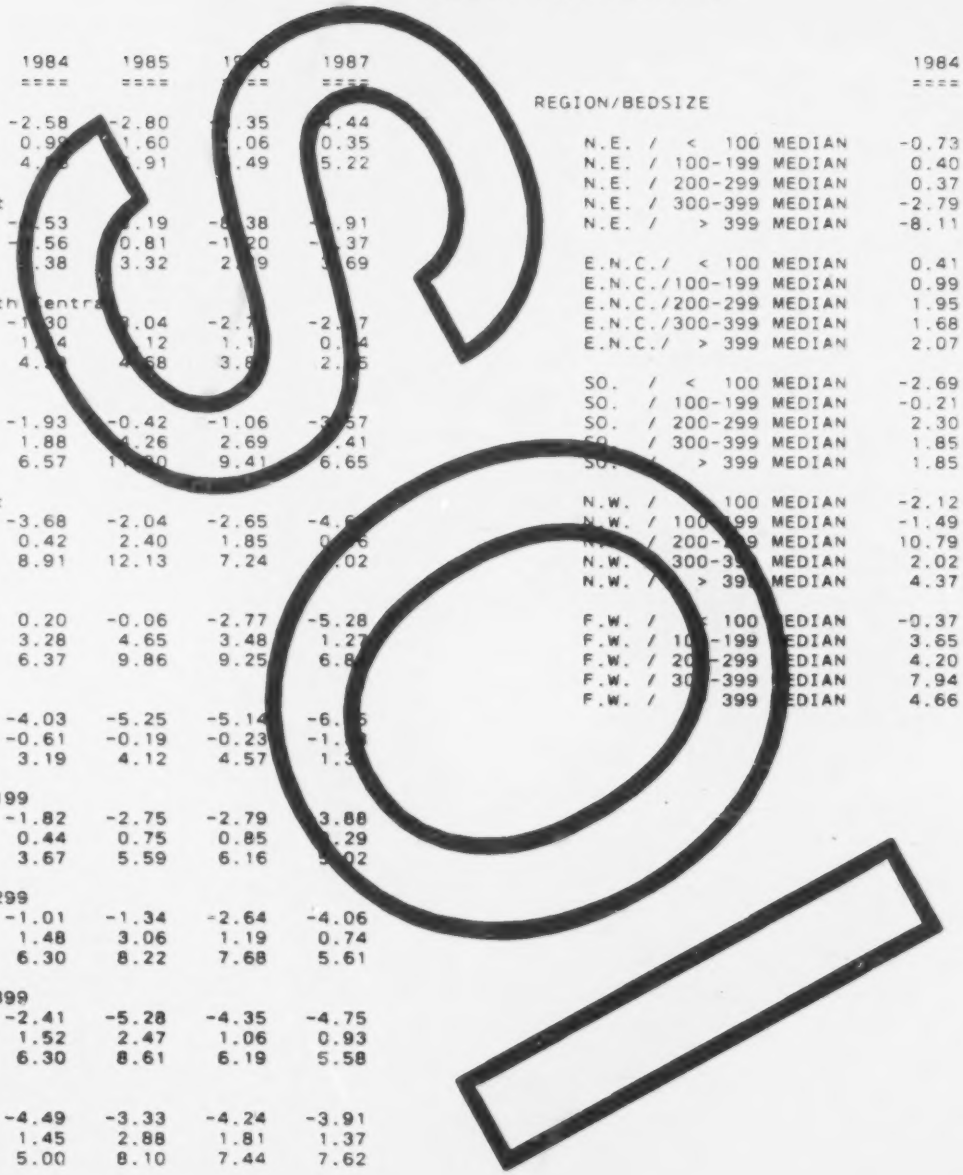
| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | -5[illegible].08 | -[illegible].30 | -55.14 | -1[illegible].03 |
| MEDIAN | 3[illegible].31 | [illegible].89 | 40.20 | [illegible].01 |
| UPPER | 13[illegible].17 | [illegible].55 | 157.[illegible]5 | 9[illegible].81 |
| REGION:Northeast | | | | |
| LOWER | -106.94 | -[illegible].34 | -91.3[illegible] | -143.[illegible]0 |
| MEDIAN | -18.[illegible]6 | -[illegible].40 | 18.2[illegible] | -15.[illegible]2 |
| UPPER | 41.[illegible]2 | 11[illegible].53 | 132.0[illegible] | 95.[illegible]8 |
| REGION:East North Central | | | | |
| LOWER | -30.21 | [illegible]53.55 | -70.74 | -96.[illegible]6 |
| MEDIAN | 55.26 | [illegible]3.43 | 43.13 | [illegible].32 |
| UPPER | 152.96 | 13[illegible].[illegible]1 | 113.31 | [illegible]8.18 |
| REGION:South | | | | |
| LOWER | -27.78 | -8.84 | -23.50 | -82.6[illegible] |
| MEDIAN | 55.87 | 86.83 | 53.66 | 34.[illegible]2 |
| UPPER | 134.86 | 192.97 | 174.49 | 14[illegible].89 |
| REGION:Near West | | | | |
| LOWER | -53.38 | -38.20 | -41.94 | [illegible]50.57 |
| MEDIAN | 44.80 | 84.95 | 68.52 | -11.08 |
| UPPER | 157.07 | 195.00 | 169.70 | 99.0[illegible] |
| REGION:Far West | | | | |
| LOWER | 13.49 | -5.30 | -62.99 | -129.[illegible] |
| MEDIAN | 97.25 | 106.91 | 65.14 | 37.[illegible] |
| UPPER | 210.09 | 224.38 | 239.16 | 143.7[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | -79.37 | -106.49 | -161.61 | -[illegible]2.19 |
| MEDIAN | -12.49 | -7.03 | -6.03 | -[illegible].02 |
| UPPER | 77.35 | 98.79 | 90.86 | 3[illegible].50 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | -50.42 | -46.30 | -58.41 | -102.00 |
| MEDIAN | 21.32 | 31.65 | 23.80 | 5.24 |
| UPPER | 105.92 | 116.90 | 132.53 | 100.59 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | -31.08 | -39.02 | -52.34 | -96.12 |
| MEDIAN | 39.70 | 65.96 | 36.33 | 7.87 |
| UPPER | 157.57 | 151.99 | 156.13 | 95.81 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | -20.29 | -28.90 | -41.94 | -97.31 |
| MEDIAN | 61.58 | 75.41 | 50.70 | 23.50 |
| UPPER | 170.50 | 200.20 | 170.21 | 101.22 |
| BEDSIZE: > 399 | | | | |
| LOWER | -61.22 | -21.90 | -25.36 | -110.60 |
| MEDIAN | 60.21 | 107.92 | 73.58 | 51.68 |
| UPPER | 178.48 | 221.20 | 210.57 | 167.23 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | -11.42 | -42.10 | -39.09 | -37.48 |
| N.E. / 100-199 MEDIAN | -22.30 | 38.05 | 69.84 | 3.44 |
| N.E. / 200-299 MEDIAN | 1.57 | -10.43 | 11.11 | -38.77 |
| N.E. / 300-399 MEDIAN | -24.29 | 22.61 | 38.30 | 41.85 |
| N.E. / > 399 MEDIAN | -49.18 | -45.24 | 20.48 | -15.19 |
| E.N.C./ < 100 MEDIAN | 9.09 | 9.50 | 23.26 | -42.24 |
| E.N.C./100-199 MEDIAN | 28.99 | 15.79 | 9.89 | -32.86 |
| E.N.C./200-299 MEDIAN | 79.78 | 40.70 | 47.54 | 9.03 |
| E.N.C./300-399 MEDIAN | 89.10 | 70.51 | 41.93 | 26.81 |
| E.N.C./ > 399 MEDIAN | 81.26 | 89.69 | 78.92 | 41.48 |
| SO. / < 100 MEDIAN | -49.83 | -36.16 | 8.95 | -62.11 |
| SO. / 100-199 MEDIAN | 23.98 | 49.66 | 54.07 | 8.61 |
| SO. / 200-299 MEDIAN | 32.72 | 77.76 | 11.67 | 63.59 |
| SO. / 300-399 MEDIAN | 61.58 | 100.92 | 42.52 | 7.92 |
| SO. / > 399 MEDIAN | 61.58 | 100.92 | 42.52 | 7.92 |
| N.W. / < 100 MEDIAN | -50.72 | 7.25 | 21.28 | -67.48 |
| N.W. / 100-199 MEDIAN | -42.35 | -13.67 | 21.86 | -36.31 |
| N.W. / 200-299 MEDIAN | 145.22 | 145.05 | 124.35 | 31.82 |
| N.W. / 300-399 MEDIAN | 55.62 | 119.17 | 157.04 | 25.99 |
| N.W. / > 399 MEDIAN | 135.94 | 171.46 | 91.88 | 41.24 |
| F.W. / < 100 MEDIAN | 30.45 | 1.24 | 9.81 | -128.60 |
| F.W. / 100-199 MEDIAN | 85.19 | 72.04 | 20.45 | 90.62 |
| F.W. / 200-299 MEDIAN | 148.86 | 147.73 | 139.39 | 95.40 |
| F.W. / 300-399 MEDIAN | 203.62 | 198.34 | 246.23 | -190.76 |
| F.W. / > 399 MEDIAN | 54.70 | 119.13 | 45.92 | 31.68 |

# 1984 - 1987 COMPARATIVE VALUES FOR PROFIT PER VISIT $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | -2.58 | -2.80 | -3.35 | -4.44 |
| MEDIAN | 0.99 | 1.60 | 1.06 | 0.35 |
| UPPER | 4.88 | 6.91 | 5.49 | 5.22 |
| REGION:Northeast | | | | |
| LOWER | -4.53 | -3.19 | -6.38 | -4.91 |
| MEDIAN | -1.56 | 0.81 | -1.20 | -1.37 |
| UPPER | 2.38 | 3.32 | 2.79 | 3.69 |
| REGION:East North Centre | | | | |
| LOWER | -1.30 | -3.04 | -2.7 | -2.7 |
| MEDIAN | 1.24 | 1.12 | 1.1 | 0.4 |
| UPPER | 4.2 | 4.68 | 3.8 | 2.6 |
| REGION:South | | | | |
| LOWER | -1.93 | -0.42 | -1.06 | -3.57 |
| MEDIAN | 1.88 | 4.26 | 2.69 | 1.41 |
| UPPER | 6.57 | 11.20 | 9.41 | 6.65 |
| REGION:Near West | | | | |
| LOWER | -3.68 | -2.04 | -2.65 | -4.6 |
| MEDIAN | 0.42 | 2.40 | 1.85 | 0.6 |
| UPPER | 8.91 | 12.13 | 7.24 | 4.02 |
| REGION:Far West | | | | |
| LOWER | 0.20 | -0.06 | -2.77 | -5.28 |
| MEDIAN | 3.28 | 4.65 | 3.48 | 1.27 |
| UPPER | 6.37 | 9.86 | 9.25 | 6.8 |
| BEDSIZE: < 100 | | | | |
| LOWER | -4.03 | -5.25 | -5.14 | -6.5 |
| MEDIAN | -0.61 | -0.19 | -0.23 | -1.3 |
| UPPER | 3.19 | 4.12 | 4.57 | 1.3 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | -1.82 | -2.75 | -2.79 | -3.88 |
| MEDIAN | 0.44 | 0.75 | 0.85 | 0.29 |
| UPPER | 3.67 | 5.59 | 6.16 | 5.02 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | -1.01 | -1.34 | -2.64 | -4.06 |
| MEDIAN | 1.48 | 3.06 | 1.19 | 0.74 |
| UPPER | 6.30 | 8.22 | 7.68 | 5.61 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | -2.41 | -5.28 | -4.35 | -4.75 |
| MEDIAN | 1.52 | 2.47 | 1.06 | 0.93 |
| UPPER | 6.30 | 8.61 | 6.19 | 5.58 |
| BEDSIZE: > 399 | | | | |
| LOWER | -4.49 | -3.33 | -4.24 | -3.91 |
| MEDIAN | 1.45 | 2.88 | 1.81 | 1.37 |
| UPPER | 5.00 | 8.10 | 7.44 | 7.62 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | -0.73 | -1.80 | -1.82 | -0.49 |
| N.E. / 100-199 MEDIAN | 0.40 | 0.38 | 0.28 | -1.47 |
| N.E. / 200-299 MEDIAN | 0.37 | 0.29 | -0.14 | -1.38 |
| N.E. / 300-399 MEDIAN | -2.79 | -2.29 | -2.41 | -3.24 |
| N.E. / > 399 MEDIAN | -8.11 | -6.44 | -4.31 | -1.82 |
| E.N.C./ < 100 MEDIAN | 0.41 | 0.27 | 0.01 | -1.51 |
| E.N.C./100-199 MEDIAN | 0.99 | 0.72 | 0.82 | 0.21 |
| E.N.C./200-299 MEDIAN | 1.95 | 1.66 | 1.34 | 0.58 |
| E.N.C./300-399 MEDIAN | 1.68 | 1.91 | 1.83 | 1.35 |
| E.N.C./ > 399 MEDIAN | 2.07 | 1.99 | 1.84 | 1.35 |
| SO. / < 100 MEDIAN | -2.69 | -0.81 | 2.33 | -1.65 |
| SO. / 100-199 MEDIAN | -0.21 | 1.02 | 2.46 | 0.38 |
| SO. / 200-299 MEDIAN | 2.30 | 3.97 | 1.64 | 1.83 |
| SO. / 300-399 MEDIAN | 1.85 | 4.76 | 1.73 | 2.35 |
| SO. / > 399 MEDIAN | 1.85 | 4.76 | 1.73 | 2.35 |
| N.W. / < 100 MEDIAN | -2.12 | 0.33 | 0.17 | -1.03 |
| N.W. / 100-199 MEDIAN | -1.49 | -0.73 | 0.04 | -1.42 |
| N.W. / 200-299 MEDIAN | 10.79 | 10.12 | 6.40 | 2.75 |
| N.W. / 300-399 MEDIAN | 2.02 | 2.12 | 3.19 | 0.58 |
| N.W. / > 399 MEDIAN | 4.37 | 6.28 | 3.10 | 5.39 |
| F.W. / < 100 MEDIAN | -0.37 | -0.05 | -1.06 | -4.84 |
| F.W. / 100-199 MEDIAN | 3.65 | 4.36 | 4.15 | 3.29 |
| F.W. / 200-299 MEDIAN | 4.20 | 5.11 | 5.61 | 5.26 |
| F.W. / 300-399 MEDIAN | 7.94 | 10.05 | 5.80 | -0.48 |
| F.W. / > 399 MEDIAN | 4.66 | 6.30 | 3.06 | 1.03 |



# 1984 - 1987 COMPARATIVE VALUES FOR PROFIT PER DISCHARGE ADJ FOR CM $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | -45.30 | -36.09 | -41.81 | -91.63 |
| MEDIAN | 40.63 | 42.87 | 42.12 | 10.71 |
| UPPER | 131.19 | 129.58 | 137.28 | 95.52 |
| REGION:Northeast | | | | |
| LOWER | -94.10 | -71.36 | -84.11 | -133.39 |
| MEDIAN | -1.26 | -2.42 | 20.71 | -5.49 |
| UPPER | 70.01 | 115.58 | 118.81 | 100.41 |
| REGION:East North Central | | | | |
| LOWER | -2.60 | -39.22 | -56.07 | -77.52 |
| MEDIAN | 68.07 | 61.31 | 41.10 | 9.70 |
| UPPER | 162.25 | 145.91 | 103.76 | 59.64 |
| REGION:South | | | | |
| LOWER | -17.10 | -6.24 | -23.58 | -82.45 |
| MEDIAN | 80.50 | 87.24 | 46.80 | 35.[illegible] |
| UPPER | 133.79 | 175.84 | 147.12 | 133.83 |
| REGION:Near West | | | | |
| LOWER | -73.74 | -13.45 | -34.71 | -13.31 |
| MEDIAN | 35.29 | 93.65 | 66.38 | 9.00 |
| UPPER | 138.17 | 190.05 | 148.16 | 79.77 |
| REGION:Far West | | | | |
| LOWER | 32.58 | 13.30 | -22.23 | -114.61 |
| MEDIAN | 107.63 | 103.27 | 71.67 | 46.91 |
| UPPER | 178.91 | 201.68 | 178.17 | 138.51 |
| BEDSIZE: < 100 | | | | |
| LOWER | -80.37 | -69.18 | -109.17 | -206.76 |
| MEDIAN | -3.09 | 11.20 | 15.38 | -54.54 |
| UPPER | 91.05 | 119.24 | 98.81 | 30.11 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | -63.50 | -39.00 | -50.36 | -78.86 |
| MEDIAN | 24.93 | 32.28 | 24.62 | 21.18 |
| UPPER | 102.10 | 119.70 | 116.09 | 104.14 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | -51.90 | -28.96 | -37.26 | -84.78 |
| MEDIAN | 42.53 | 73.04 | 42.31 | 8.32 |
| UPPER | 152.37 | 145.93 | 137.07 | 85.36 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 15.24 | -20.47 | -46.48 | -89.78 |
| MEDIAN | 86.69 | 77.95 | 40.31 | 22.65 |
| UPPER | 171.70 | 189.75 | 150.50 | 88.07 |
| BEDSIZE: > 399 | | | | |
| LOWER | -43.26 | -6.06 | -19.89 | -91.04 |
| MEDIAN | 85.21 | 102.91 | 64.62 | 51.26 |
| UPPER | 163.26 | 194.48 | 169.16 | 141.68 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | -6.55 | -43.11 | -29.04 | -11.24 |
| N.E. / 100-199 MEDIAN | -9.79 | 26.94 | 99.37 | 50.83 |
| N.E. / 200-299 MEDIAN | 3.09 | 1.33 | 13.40 | -37.54 |
| N.E. / 300-399 MEDIAN | 19.47 | 57.91 | 30.41 | 41.72 |
| N.E. / > 399 MEDIAN | -20.31 | -6.43 | 19.46 | -5.66 |
| E.N.C./ < 100 MEDIAN | 34.95 | 52.24 | 42.96 | -56.96 |
| E.N.C./100-199 MEDIAN | 46.64 | 15.97 | 11.96 | -26.81 |
| E.N.C./200-299 MEDIAN | 63.69 | 50.05 | 43.68 | 8.76 |
| E.N.C./300-399 MEDIAN | 98.47 | 72.52 | 34.61 | 27.09 |
| E.N.C./ > 399 MEDIAN | 92.85 | 74.43 | 64.62 | 37.10 |
| SO. / < 100 MEDIAN | -56.21 | -17.36 | -40.58 | -63.41 |
| SO. / 100-199 MEDIAN | 12.88 | 33.28 | 48.07 | 8.61 |
| SO. / 200-299 MEDIAN | 56.00 | 76.00 | 22.55 | 59.03 |
| SO. / 300-399 MEDIAN | 132.45 | 91.39 | 23.52 | 6.23 |
| SO. / > 399 MEDIAN | 132.45 | 91.39 | 23.52 | 6.23 |
| N.W. / < 100 MEDIAN | -62.27 | 17.65 | 20.66 | -75.28 |
| N.W. / 100-199 MEDIAN | -84.72 | -13.43 | 23.30 | -21.23 |
| N.W. / 200-299 MEDIAN | 203.06 | 139.61 | 111.36 | 25.13 |
| N.W. / 300-399 MEDIAN | 29.86 | 133.70 | 108.53 | 42.66 |
| N.W. / > 399 MEDIAN | 113.39 | 147.55 | 86.55 | 33.58 |
| F.W. / < 100 MEDIAN | 53.20 | 90.14 | 105.71 | -83.00 |
| F.W. / 100-199 MEDIAN | 113.57 | 73.04 | 49.01 | 76.21 |
| F.W. / 200-299 MEDIAN | 120.06 | 144.43 | 169.28 | 77.19 |
| F.W. / 300-399 MEDIAN | 189.77 | 105.46 | 153.74 | -149.07 |
| F.W. / > 399 MEDIAN | 43.00 | 143.73 | 36.74 | -8.20 |

# 1984 - 1987 COMPARATIVE VALUES FOR MEDICARE PAYMENT %

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 28.14 | 28.24 | 28.36 | 28.67 |
| MEDIAN | 33.59 | 33.91 | 34.89 | 35.18 |
| UPPER | 39.[illegible] | [illegible].57 | [illegible].97 | [illegible].17 |
| REGION:Northeast | | | | |
| LOWER | 2[illegible].47 | [illegible].69 | 30.19 | 30.25 |
| MEDIAN | 3[illegible].01 | [illegible].32 | 36.96 | 36.76 |
| UPPER | 3[illegible].72 | [illegible].53 | 42.13 | 41.64 |
| REGION:East North Central | | | | |
| LOWER | 27.94 | 28.06 | 28.[illegible] | 29.16 |
| MEDIAN | 32.89 | [illegible].46 | 33.7[illegible] | 34.[illegible]8 |
| UPPER | 37.[illegible] | 37.78 | 38.9[illegible] | 39.[illegible]6 |
| REGION:South | | | | |
| LOWER | 29.50 | 29.04 | 28.95 | 29.83 |
| MEDIAN | 33.57 | [illegible].09 | 34.78 | [illegible].54 |
| UPPER | 41.08 | [illegible].72 | 39.65 | 40.20 |
| REGION:West | | | | |
| LOWER | 27.44 | 27.69 | 27.00 | 30.0[illegible] |
| MEDIAN | 34.44 | 34.44 | 35.07 | 37.[illegible] |
| UPPER | 42.29 | 41.56 | 41.56 | [illegible].77 |
| REGION:Far West | | | | |
| LOWER | 27.78 | 26.88 | 26.67 | 26.57 |
| MEDIAN | 33.78 | 32.83 | 34.52 | 33.27 |
| UPPER | 38.23 | 37.82 | 37.30 | 37.8[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 32.78 | 31.60 | 33.47 | 34.[illegible] |
| MEDIAN | 38.53 | 38.45 | 39.01 | 39.[illegible]5 |
| UPPER | 43.60 | 43.25 | 43.67 | 46.5[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 30.30 | 30.15 | 31.38 | 32.54 |
| MEDIAN | 35.85 | 36.36 | 36.94 | [illegible].96 |
| UPPER | 40.50 | 40.93 | 41.44 | 4[illegible].45 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 27.61 | 27.61 | 27.09 | 29.65 |
| MEDIAN | 32.15 | 33.35 | 34.27 | 35.02 |
| UPPER | 39.18 | 39.64 | 40.53 | 41.37 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 29.14 | 28.96 | 28.84 | 28.42 |
| MEDIAN | 34.65 | 33.68 | 34.89 | 34.43 |
| UPPER | 38.36 | 38.12 | 39.49 | 40.27 |
| BEDSIZE: > 399 | | | | |
| LOWER | 25.01 | 25.99 | 26.16 | 26.64 |
| MEDIAN | 30.26 | 30.98 | 31.23 | 30.96 |
| UPPER | 34.34 | 35.37 | 35.65 | 35.42 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 38.29 | 36.86 | 38.46 | 39.55 |
| N.E. / 100-199 MEDIAN | 37.57 | 38.50 | 39.01 | 39.84 |
| N.E. / 200-299 MEDIAN | 35.77 | 38.54 | 39.24 | 37.45 |
| N.E. / 300-399 MEDIAN | 34.84 | 34.87 | 35.70 | 34.60 |
| N.E. / > 399 MEDIAN | 30.31 | 30.38 | 32.21 | 30.86 |
| E.N.C./ < 100 MEDIAN | 35.87 | 38.62 | 39.28 | 40.04 |
| E.N.C./100-199 MEDIAN | 35.37 | 34.88 | 36.18 | 36.65 |
| E.N.C./200-299 MEDIAN | 30.39 | 30.20 | 31.95 | 32.75 |
| E.N.C./300-399 MEDIAN | 32.60 | 32.24 | 34.70 | 33.17 |
| E.N.C./ > 399 MEDIAN | 29.22 | 30.08 | 29.58 | 30.63 |
| SO. / < 100 MEDIAN | 40.07 | 35.64 | 36.58 | 39.12 |
| SO. / 100-199 MEDIAN | 36.19 | 36.55 | 37.50 | 37.56 |
| SO. / 200-299 MEDIAN | 31.08 | 32.43 | 34.87 | 34.78 |
| SO. / 300-399 MEDIAN | 34.90 | 34.70 | 35.53 | 35.59 |
| SO. / > 399 MEDIAN | 34.90 | 34.70 | 35.53 | 35.59 |
| N.W. / < 100 MEDIAN | 45.01 | 44.59 | 46.10 | 45.42 |
| N.W. / 100-199 MEDIAN | 36.64 | 36.73 | 36.45 | 38.30 |
| N.W. / 200-299 MEDIAN | 27.61 | 28.16 | 30.98 | 30.98 |
| N.W. / 300-399 MEDIAN | 34.83 | 32.87 | 34.00 | 35.37 |
| N.W. / > 399 MEDIAN | 32.43 | 32.77 | 32.41 | 34.36 |
| F.W. / < 100 MEDIAN | 34.91 | 32.54 | 35.81 | 33.27 |
| F.W. / 100-199 MEDIAN | 34.40 | 34.72 | 35.03 | 34.97 |
| F.W. / 200-299 MEDIAN | 26.48 | 31.06 | 32.67 | 33.51 |
| F.W. / 300-399 MEDIAN | 33.19 | 28.38 | 27.26 | 26.96 |
| F.W. / > 399 MEDIAN | 28.36 | 31.49 | 29.83 | 30.22 |

SOLD

# 1984 - 1987 COMPARATIVE VALUES FOR NET PRICE PER DISCHARGE $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 2158 | 2322 | 2467 | 2461 |
| MEDIAN | 2687 | 2783 | 3006 | 3053 |
| UPPER | 3313 | 3612 | 3993 | 3983 |
| REGION:Northeast | | | | |
| LOWER | 2485 | 2312 | 2474 | 2647 |
| MEDIAN | 2971 | 2890 | 3054 | 3225 |
| UPPER | 3276 | 3550 | 3854 | 4336 |
| REGION:East North Central | | | | |
| LOWER | 2079 | 2234 | 2364 | 2474 |
| MEDIAN | 2599 | 2834 | 3037 | 3247 |
| UPPER | 3440 | 3677 | 3867 | 3825 |
| REGION:South | | | | |
| LOWER | 1904 | 2091 | 2200 | 2240 |
| MEDIAN | 2332 | 2584 | 2776 | 2921 |
| UPPER | 2905 | 3325 | 3661 | 3721 |
| REGION:Near West | | | | |
| LOWER | 1912 | 2007 | 2293 | 2148 |
| MEDIAN | 2696 | 2664 | 2917 | 2822 |
| UPPER | 3210 | 3435 | 3848 | 3674 |
| REGION:Far West | | | | |
| LOWER | 2188 | 2557 | 2732 | 2826 |
| MEDIAN | 2886 | 3157 | 3522 | 3396 |
| UPPER | 3582 | 4014 | 4324 | 4521 |
| BEDSIZE: < 100 | | | | |
| LOWER | 1594 | 1719 | 1833 | 1872 |
| MEDIAN | 1828 | 1966 | 2131 | 2240 |
| UPPER | 2215 | 2336 | 2540 | 2526 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 1955 | 2069 | 2182 | 2380 |
| MEDIAN | 2249 | 2390 | 2584 | 2799 |
| UPPER | 2912 | 2986 | 3259 | 3297 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 2065 | 2299 | 2392 | 2647 |
| MEDIAN | 2472 | 2791 | 2965 | 3245 |
| UPPER | 2995 | 3335 | 3720 | 3823 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 2406 | 2486 | 2763 | 2974 |
| MEDIAN | 2894 | 3077 | 3220 | 3411 |
| UPPER | 3435 | 3538 | 3872 | 4105 |
| BEDSIZE: > 399 | | | | |
| LOWER | 2854 | 2991 | 3236 | 3510 |
| MEDIAN | 3395 | 3736 | 3969 | 4226 |
| UPPER | 4155 | 4513 | 4847 | 5185 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 2081 | 2226 | 2406 | 2561 |
| N.E. / 100-199 MEDIAN | 2248 | 2351 | 2588 | 2921 |
| N.E. / 200-299 MEDIAN | 2555 | 2918 | 3033 | 3296 |
| N.E. / 300-399 MEDIAN | 2774 | 3117 | 3220 | 3339 |
| N.E. / > 399 MEDIAN | 3362 | 3661 | 3847 | 4436 |
| E.N.C./ < 100 MEDIAN | 1827 | 2019 | 2155 | 2417 |
| E.N.C./100-199 MEDIAN | 2161 | 2323 | 2408 | 2591 |
| E.N.C./200-299 MEDIAN | 2794 | 2963 | 3203 | 3365 |
| E.N.C./300-399 MEDIAN | 2900 | 3071 | 3231 | 3457 |
| E.N.C./ > 399 MEDIAN | 3543 | 3783 | 3998 | 4239 |
| SO. / < 100 MEDIAN | 1660 | 1707 | 1847 | 1861 |
| SO. / 100-199 MEDIAN | 1912 | 1997 | 2156 | 2368 |
| SO. / 200-299 MEDIAN | 2156 | 2471 | 2561 | 2698 |
| SO. / 300-399 MEDIAN | 2704 | 2713 | 2984 | 3199 |
| SO. / > 399 MEDIAN | 2704 | 2713 | 2984 | 3199 |
| N.W. / < 100 MEDIAN | 1447 | 1758 | 2072 | 2025 |
| N.W. / 100-199 MEDIAN | 2231 | 2398 | 2682 | 2814 |
| N.W. / 200-299 MEDIAN | 2470 | 2596 | 2916 | 2796 |
| N.W. / 300-399 MEDIAN | 2983 | 3267 | 3632 | 3674 |
| N.W. / > 399 MEDIAN | 3188 | 3603 | 3906 | 4159 |
| F.W. / < 100 MEDIAN | 2212 | 2334 | 2641 | 2772 |
| F.W. / 100-199 MEDIAN | 2952 | 2959 | 3085 | 3174 |
| F.W. / 200-299 MEDIAN | 2695 | 3266 | 3375 | 4173 |
| F.W. / 300-399 MEDIAN | 3580 | 3878 | 4269 | 4744 |
| F.W. / > 399 MEDIAN | 3588 | 3910 | 4319 | 4520 |

# 1984 - 1987 COMPARATIVE VALUES FOR NET PRICE PER DISCH ADJ FOR CM $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 1979 | 2110 | 2200 | 2279 |
| MEDIAN | 2381 | 2559 | 2704 | 2780 |
| UPPER | 2[illegible] | 2165 | 2362 | 3484 |
| REGION:Northeast | | | | |
| LOWER | 2002 | 2250 | 2367 | 2437 |
| MEDIAN | 2380 | 2689 | 2812 | 2935 |
| UPPER | 3896 | 3409 | 3[illegible]9 | 3[illegible]29 |
| REGION:East North Central | | | | |
| LOWER | 2[illegible]02 | 2139 | 223[illegible] | 23[illegible]1 |
| MEDIAN | 2[illegible]07 | 2616 | 271[illegible] | 27[illegible]0 |
| UPPER | 33[illegible] | 3293 | 336[illegible] | 33[illegible]8 |
| REGION:South | | | | |
| LOWER | 1786 | 1871 | 2030 | 2[illegible]69 |
| MEDIAN | 2155 | 2341 | 2524 | 2[illegible]76 |
| UPPER | 2636 | 2[illegible]86 | 3265 | 3437 |
| REGION:Near West | | | | |
| LOWER | 1880 | 1889 | 2067 | 203[illegible] |
| MEDIAN | 2366 | 2422 | 2545 | 2[illegible]2 |
| UPPER | 2787 | 3062 | 3220 | [illegible]07 |
| REGION:Far West | | | | |
| LOWER | 2129 | 2357 | 2387 | 2578 |
| MEDIAN | 2494 | 2776 | 2978 | 3245 |
| UPPER | 2944 | 3192 | 3505 | 380[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 1613 | 1720 | 1812 | 18[illegible]0 |
| MEDIAN | 1938 | 2025 | 2137 | 21[illegible]8 |
| UPPER | 2227 | 2321 | 2479 | 25[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 1944 | 1934 | 2009 | 2229 |
| MEDIAN | 2215 | 2285 | 2361 | 2545 |
| UPPER | 2687 | 2755 | 2897 | [illegible]08 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 1878 | 2150 | 2238 | 2335 |
| MEDIAN | 2337 | 2540 | 2649 | 2802 |
| UPPER | 2856 | 3084 | 3284 | 3494 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 2167 | 2175 | 2404 | 2616 |
| MEDIAN | 2636 | 2730 | 2893 | 3055 |
| UPPER | 3095 | 3385 | 3547 | 3854 |
| BEDSIZE: > 399 | | | | |
| LOWER | 2456 | 2603 | 2772 | 2851 |
| MEDIAN | 2885 | 3063 | 3270 | 3473 |
| UPPER | 3521 | 3754 | 3923 | 4257 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 2115 | 2224 | 2415 | 2417 |
| N.E. / 100-199 MEDIAN | 2257 | 2335 | 2479 | 2612 |
| N.E. / 200-299 MEDIAN | 2379 | 2715 | 2644 | 2975 |
| N.E. / 300-399 MEDIAN | 2585 | 3044 | 3305 | 3139 |
| N.E. / > 399 MEDIAN | 2735 | 3178 | 3329 | 3679 |
| E.N.C./ < 100 MEDIAN | 2048 | 2118 | 2170 | 2362 |
| E.N.C./100-199 MEDIAN | 2184 | 2273 | 2296 | 2517 |
| E.N.C./200-299 MEDIAN | 2713 | 2769 | 2810 | 2939 |
| E.N.C./300-399 MEDIAN | 2685 | 2547 | 2868 | 3026 |
| E.N.C./ > 399 MEDIAN | 3389 | 3262 | 3406 | 3400 |
| SO. / < 100 MEDIAN | 1786 | 1718 | 1966 | 1847 |
| SO. / 100-199 MEDIAN | 1724 | 1866 | 1966 | 2165 |
| SO. / 200-299 MEDIAN | 1926 | 2227 | 2289 | 2472 |
| SO. / 300-399 MEDIAN | 2617 | 2503 | 2622 | 2824 |
| SO. / > 399 MEDIAN | 2617 | 2503 | 2622 | 2824 |
| N.W. / 100 MEDIAN | 1421 | 1741 | 1937 | 1896 |
| N.W. / 100-199 MEDIAN | 2160 | 2143 | 2305 | 2503 |
| N.W. / 200-299 MEDIAN | 2515 | 2339 | 2551 | 2489 |
| N.W. / 300-399 MEDIAN | 2519 | 2942 | 2918 | 2962 |
| N.W. / > 399 MEDIAN | 2661 | 2988 | 3220 | 3184 |
| F.W. / < 100 MEDIAN | 2185 | 2249 | 2373 | 2660 |
| F.W. / 100-199 MEDIAN | 2594 | 2779 | 2904 | 3059 |
| F.W. / 200-299 MEDIAN | 2336 | 2765 | 3058 | 3455 |
| F.W. / 300-399 MEDIAN | 3436 | 3642 | 4197 | 3772 |
| F.W. / > 399 MEDIAN | 2662 | 2856 | 2927 | 3987 |

SOLD

# 1984 - 1987 COMPARATIVE VALUES FOR NET PRICE PER VISIT $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 64.34 | 77.92 | 85.17 | 92.80 |
| MEDIAN | 85.87 | 100.03 | 112.66 | 119.89 |
| UPPER | 139.40 | 155.10 | 172.78 | 178.83 |
| REGION:Northeast | | | | |
| LOWER | 58.16 | 63.36 | 72.[illegible] | 73.22 |
| MEDIAN | 84.14 | 89.04 | 98.5[illegible] | 107.16 |
| UPPER | 130.75 | 139.30 | 157.2[illegible] | 170.12 |
| REGION:East North Central | | | | |
| LOWER | 65.63 | 68.03 | 76.31 | 79.76 |
| MEDIAN | 82.63 | 93.72 | 103.52 | 109.42 |
| UPPER | 137.25 | 147 | 161.62 | 167.91 |
| REGION:South | | | | |
| LOWER | 68.98 | 76.93 | 86.79 | 90.2[illegible] |
| MEDIAN | 92.80 | 106.17 | 118.44 | 131.[illegible] |
| UPPER | 151.85 | 165.06 | 181.35 | 19[illegible]11 |
| REGION:Near West | | | | |
| LOWER | 64.96 | 73.01 | 80.46 | 86.10 |
| MEDIAN | 96.20 | 107.09 | 126.05 | 120.59 |
| UPPER | 157.88 | 186.77 | 195.69 | 200.4[illegible] |
| REGION:Far West | | | | |
| LOWER | 79.69 | 91.94 | 98.1[illegible] | 97.[illegible]1 |
| MEDIAN | 106.76 | 121.12 | 137.98 | 122.[illegible]3 |
| UPPER | 137.83 | 172.21 | 191.30 | 179.[illegible]7 |
| BEDSIZE: < 100 | | | | |
| LOWER | 54.27 | 57.58 | 63.66 | 67.57 |
| MEDIAN | 69.19 | 77.28 | 83.90 | [illegible]9.59 |
| UPPER | 105.96 | 104.29 | 136.34 | 1[illegible]55 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 60.91 | 67.79 | 75.21 | 81.64 |
| MEDIAN | 82.91 | 97.34 | 107.89 | 114.66 |
| UPPER | 122.66 | 145.85 | 150.62 | 167.42 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 72.64 | 79.50 | 88.64 | 92.88 |
| MEDIAN | 104.21 | 115.23 | 125.39 | 143.20 |
| UPPER | 154.01 | 170.23 | 187.34 | 205.75 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 73.42 | 74.03 | 84.12 | 86.46 |
| MEDIAN | 97.08 | 110.39 | 122.49 | 128.99 |
| UPPER | 170.09 | 174.14 | 180.29 | 177.88 |
| BEDSIZE: > 399 | | | | |
| LOWER | 67.91 | 78.37 | 85.38 | 93.31 |
| MEDIAN | 93.60 | 104.89 | 116.75 | 133.50 |
| UPPER | 145.37 | 162.03 | 179.96 | 191.15 |

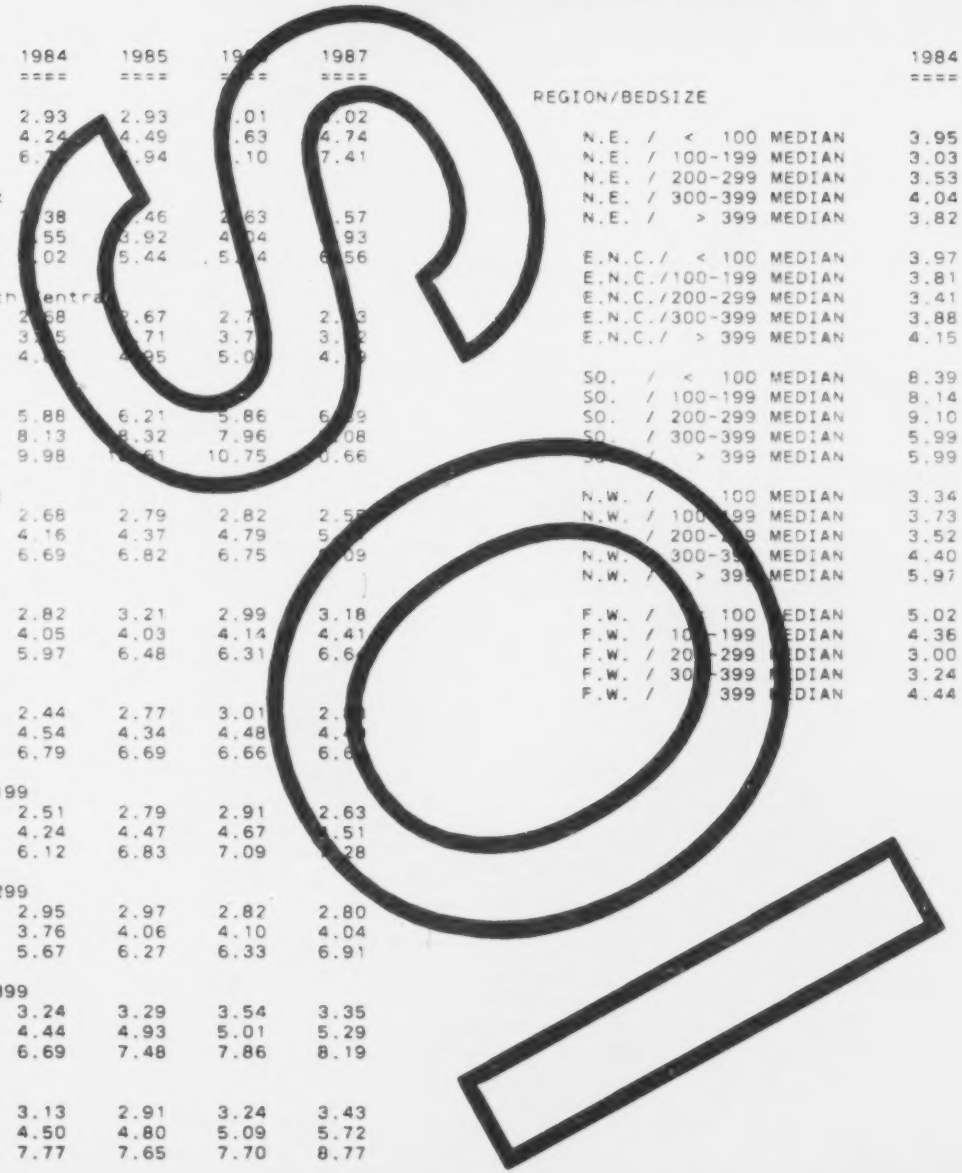
| REGION/BEDSIZE | | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|---|
| N.E. / < 100 | MEDIAN | 59.99 | 68.68 | 76.14 | 81.42 |
| N.E. / 100-199 | MEDIAN | 82.98 | 88.33 | 93.44 | 86.83 |
| N.E. / 200-299 | MEDIAN | 85.50 | 94.16 | 109.91 | 129.02 |
| N.E. / 300-399 | MEDIAN | 106.58 | 93.04 | 108.95 | 117.56 |
| N.E. / > 399 | MEDIAN | 80.37 | 83.86 | 101.63 | 107.26 |
| E.N.C./ < 100 | MEDIAN | 66.70 | 72.12 | 78.19 | 83.28 |
| E.N.C./100-199 | MEDIAN | 74.63 | 85.05 | 94.39 | 104.60 |
| E.N.C./200-299 | MEDIAN | 124.65 | 127.97 | 145.81 | 122.20 |
| E.N.C./300-399 | MEDIAN | 81.58 | 89.08 | 106.59 | 115.17 |
| E.N.C./ > 399 | MEDIAN | 90.60 | 96.05 | 106.14 | 127.37 |
| SO. / < 100 | MEDIAN | 69.48 | 77.59 | 85.25 | 91.97 |
| SO. / [illegible]0-199 | MEDIAN | 72.56 | 98.48 | 103.07 | 109.61 |
| SO. / 20[illegible]299 | MEDIAN | 94.34 | 100.80 | 112.41 | 129.10 |
| / 300[illegible]99 | MEDIAN | 99.61 | 112.77 | 124.61 | 136.69 |
| SO. / > [illegible]9 | MEDIAN | 99.61 | 112.77 | 124.61 | 136.69 |
| N.W. / < 10[illegible] | MEDIAN | 65.92 | 70.18 | 76.21 | 94.73 |
| N.W. / [illegible]0-199 | MEDIAN | 85.15 | 104.27 | 113.65 | 127.66 |
| N.W. / 2[illegible]0-299 | MEDIAN | 133.99 | 175.38 | 181.94 | 172.82 |
| N.W. / 3[illegible]-399 | MEDIAN | 114.91 | 137.69 | 138.08 | 121.80 |
| N.W. / [illegible] 399 | MEDIAN | 138.22 | 141.01 | 169.66 | 147.49 |
| F.W. / < 100 | MEDIAN | 99.17 | 100.68 | 114.21 | 97.51 |
| F.W. / [illegible]00-199 | MEDIAN | 114.75 | 121.34 | 138.23 | 143.97 |
| F.W. / [illegible]200-299 | MEDIAN | 104.29 | 120.90 | 153.14 | 180.67 |
| F.W. / 300-39[illegible] | MEDIAN | 153.14 | 180.80 | 159.78 | 126.39 |
| F.[illegible] / > 3[illegible] | MEDIAN | 96.83 | 112.00 | 127.04 | 119.82 |

SAMPLE

# 1984 - 1987 COMPARATIVE VALUES FOR BAD DEBT AND CHARITY CARE %

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 2.93 | 2.93 | [illegible]01 | [illegible]02 |
| MEDIAN | 4.24 | 4.49 | [illegible]63 | [illegible]74 |
| UPPER | 6.7[illegible] | [illegible]94 | [illegible]10 | [illegible]41 |
| REGION:Northeast | | | | |
| LOWER | [illegible]38 | [illegible]46 | [illegible]63 | [illegible]57 |
| MEDIAN | [illegible]55 | 3.92 | [illegible]04 | [illegible]93 |
| UPPER | [illegible]02 | 5.44 | [illegible]14 | [illegible]56 |
| REGION:East North Central | | | | |
| LOWER | [illegible]68 | [illegible]67 | [illegible]7[illegible] | [illegible]3 |
| MEDIAN | [illegible]5 | [illegible]71 | [illegible]7[illegible] | [illegible]2 |
| UPPER | [illegible] | [illegible]25 | 5.0[illegible] | [illegible] |
| REGION:South | | | | |
| LOWER | 5.88 | 6.21 | 5.86 | [illegible]9 |
| MEDIAN | 8.13 | [illegible]32 | 7.96 | [illegible]08 |
| UPPER | 9.98 | [illegible]41 | 10.75 | [illegible]0.66 |
| REGION:Near West | | | | |
| LOWER | 2.68 | 2.79 | 2.82 | 2.5[illegible] |
| MEDIAN | 4.16 | 4.37 | 4.79 | 5[illegible] |
| UPPER | 6.69 | 6.82 | 6.75 | [illegible]09 |
| REGION:Far West | | | | |
| LOWER | 2.82 | 3.21 | 2.99 | 3.18 |
| MEDIAN | 4.05 | 4.03 | 4.14 | 4.41 |
| UPPER | 5.97 | 6.48 | 6.31 | 6.6[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 2.44 | 2.77 | 3.01 | 2.[illegible] |
| MEDIAN | 4.54 | 4.34 | 4.48 | 4.[illegible] |
| UPPER | 6.79 | 6.69 | 6.66 | 6.6[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 2.51 | 2.79 | 2.91 | 2.63 |
| MEDIAN | 4.24 | 4.47 | 4.67 | [illegible].51 |
| UPPER | 6.12 | 6.83 | 7.09 | [illegible]28 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 2.95 | 2.97 | 2.82 | 2.80 |
| MEDIAN | 3.76 | 4.06 | 4.10 | 4.04 |
| UPPER | 5.67 | 6.27 | 6.33 | 6.91 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 3.24 | 3.29 | 3.54 | 3.35 |
| MEDIAN | 4.44 | 4.93 | 5.01 | 5.29 |
| UPPER | 6.69 | 7.48 | 7.86 | 8.19 |
| BEDSIZE: > 399 | | | | |
| LOWER | 3.13 | 2.91 | 3.24 | 3.43 |
| MEDIAN | 4.50 | 4.80 | 5.09 | 5.72 |
| UPPER | 7.77 | 7.65 | 7.70 | 8.77 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 3.95 | 3.89 | 4.68 | 5.58 |
| N.E. / 100-199 MEDIAN | 3.03 | 3.16 | 3.59 | 3.18 |
| N.E. / 200-299 MEDIAN | 3.53 | 4.06 | 4.03 | 4.18 |
| N.E. / 300-399 MEDIAN | 4.04 | 3.86 | 3.96 | 3.54 |
| N.E. / > 399 MEDIAN | 3.82 | 4.07 | 4.47 | 4.33 |
| E.N.C./ < 100 MEDIAN | 3.97 | 3.68 | 3.74 | 3.36 |
| E.N.C./100-199 MEDIAN | 3.81 | 3.64 | 3.88 | 3.65 |
| E.N.C./200-299 MEDIAN | 3.41 | 3.57 | 3.28 | 3.31 |
| E.N.C./300-399 MEDIAN | 3.88 | 4.10 | 4.24 | 4.04 |
| E.N.C./ > 399 MEDIAN | 4.15 | 3.55 | 3.89 | 3.61 |
| SO. / < 100 MEDIAN | 8.39 | 8.36 | 7.96 | 8.46 |
| SO. / 100-199 MEDIAN | 8.14 | 8.23 | 8.19 | 7.96 |
| SO. / 200-299 MEDIAN | 9.10 | 8.31 | 7.46 | 7.58 |
| SO. / 300-399 MEDIAN | 5.99 | 7.51 | 7.86 | 8.56 |
| SO. / > 399 MEDIAN | 5.99 | 7.51 | 7.86 | 8.56 |
| N.W. / < 100 MEDIAN | 3.34 | 3.39 | 3.30 | 3.74 |
| N.W. / 100-199 MEDIAN | 3.73 | 3.98 | 4.24 | 4.88 |
| N.W. / 200-299 MEDIAN | 3.52 | 4.11 | 4.42 | 4.20 |
| N.W. / 300-399 MEDIAN | 4.40 | 4.82 | 4.88 | 7.18 |
| N.W. / > 399 MEDIAN | 5.97 | 5.42 | 5.95 | 6.71 |
| F.W. / < 100 MEDIAN | 5.02 | 5.05 | 4.21 | 5.28 |
| F.W. / 100-199 MEDIAN | 4.36 | 4.81 | 5.15 | 4.91 |
| F.W. / 200-299 MEDIAN | 3.00 | 3.43 | 3.08 | 3.38 |
| F.W. / 300-399 MEDIAN | 3.24 | 3.73 | 3.54 | 5.72 |
| F.W. / > 399 MEDIAN | 4.44 | 3.86 | 4.07 | 4.09 |



# 1984 - 1987 COMPARATIVE VALUES FOR INPATIENT REVENUE %

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 76.66 | 73.33 | 71.53 | 69.06 |
| MEDIAN | 81.80 | 79.02 | 76.64 | 74.04 |
| UPPER | 86.41 | 82.53 | 81.17 | 79.53 |
| REGION:Northeast | | | | |
| LOWER | 73.66 | 71.61 | 70.04 | 67.80 |
| MEDIAN | 78.29 | 76.88 | 74.81 | 73.38 |
| UPPER | 82.[illegible] | 80.24 | 79.62 | 79.[illegible] |
| REGION:East North Central | | | | |
| LOWER | 77.33 | 74.02 | 70.11 | 67.[illegible]1 |
| MEDIAN | 81.08 | 78.05 | 75.72 | 73.86 |
| UPPER | 83.89 | 81.[illegible]3 | 79.68 | 77.11 |
| REGION:South | | | | |
| LOWER | 80.48 | 78.14 | 75.91 | 72.4[illegible] |
| MEDIAN | 83.96 | 81.38 | 79.62 | 77.[illegible] |
| UPPER | 86.42 | 84.80 | 82.77 | 8[illegible]85 |
| REGION:Near West | | | | |
| LOWER | 77.35 | 74.59 | 72.11 | 67.50 |
| MEDIAN | 82.34 | 81.01 | 78.22 | 75.02 |
| UPPER | 87.63 | 84.32 | 83.26 | 79.7[illegible] |
| REGION:Far West | | | | |
| LOWER | 75.64 | 73.48 | 72.47 | 68.[illegible] |
| MEDIAN | 79.11 | 77.69 | 75.27 | 73.[illegible] |
| UPPER | 83.31 | 81.50 | 80.17 | 78.6[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 71.81 | 69.17 | 65.10 | [illegible]0.41 |
| MEDIAN | 76.91 | 74.31 | 69.36 | [illegible].47 |
| UPPER | 81.08 | 78.35 | 76.17 | 7[illegible]93 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 76.10 | 73.31 | 70.43 | 67.23 |
| MEDIAN | 79.54 | 76.99 | 74.44 | 71.86 |
| UPPER | 82.91 | 80.74 | 78.86 | 75.54 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 77.61 | 74.09 | 71.69 | 69.44 |
| MEDIAN | 80.87 | 78.55 | 76.42 | 73.77 |
| UPPER | 83.49 | 81.71 | 80.03 | 78.67 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 79.85 | 76.64 | 74.64 | 74.62 |
| MEDIAN | 83.29 | 81.10 | 79.14 | 77.86 |
| UPPER | 85.99 | 84.32 | 82.00 | 81.26 |
| BEDSIZE: > 399 | | | | |
| LOWER | 79.93 | 78.30 | 76.41 | 75.98 |
| MEDIAN | 83.02 | 81.90 | 80.62 | 79.78 |
| UPPER | 86.35 | 85.03 | 83.75 | 83.07 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 73.16 | 70.19 | 67.85 | 64.85 |
| N.E. / 100-199 MEDIAN | 76.27 | 74.59 | 72.99 | 71.90 |
| N.E. / 200-299 MEDIAN | 77.99 | 75.38 | 72.18 | 71.60 |
| N.E. / 300-399 MEDIAN | 81.11 | 80.28 | 78.09 | 76.77 |
| N.E. / > 399 MEDIAN | 81.24 | 80.53 | 79.40 | 78.49 |
| E.N.C./ < 100 MEDIAN | 78.53 | 74.60 | 69.60 | 65.29 |
| E.N.C./100-199 MEDIAN | 79.81 | 76.76 | 71.97 | 69.85 |
| E.N.C./200-299 MEDIAN | 81.62 | 78.11 | 75.83 | 71.28 |
| E.N.C./300-399 MEDIAN | 81.97 | 78.67 | 76.07 | 74.34 |
| E.N.C./ > 399 MEDIAN | 82.82 | 80.41 | 79.12 | 77.99 |
| SO. / < 100 MEDIAN | 82.23 | 78.71 | 76.32 | 71.22 |
| SO. / 100-199 MEDIAN | 80.47 | 79.08 | 77.16 | 72.37 |
| SO. / 200-299 MEDIAN | 82.85 | 79.64 | 77.72 | 75.49 |
| SO. / 300-399 MEDIAN | 85.87 | 83.40 | 80.60 | 79.55 |
| SO. > 399 MEDIAN | 85.87 | 83.40 | 80.60 | 79.55 |
| N.W. / < 100 MEDIAN | 79.05 | 74.84 | 70.98 | 68.10 |
| N.W. / 100-199 MEDIAN | 80.05 | 76.88 | 73.88 | 71.75 |
| N.W. / 200-299 MEDIAN | 83.80 | 81.76 | 79.19 | 76.69 |
| N.W. / 300-399 MEDIAN | 84.58 | 82.69 | 81.40 | 80.27 |
| N.W. / > 399 MEDIAN | 84.93 | 83.16 | 81.04 | 79.69 |
| F.W. / < 100 MEDIAN | 74.46 | 72.30 | 68.82 | 64.61 |
| F.W. / 100-199 MEDIAN | 79.73 | 77.35 | 74.95 | 73.58 |
| F.W. / 200-299 MEDIAN | 82.34 | 79.02 | 77.15 | 78.57 |
| F.W. / 300-399 MEDIAN | 80.15 | 77.88 | 77.22 | 79.06 |
| F.W. / > 399 MEDIAN | 84.72 | 81.92 | 80.05 | 80.15 |

# 1984 - 1987 COMPARATIVE VALUES FOR OUTPATIENT REVENUE %

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 11.28 | 12.83 | [illegible].23 | [illegible].40 |
| MEDIAN | 14.37 | [illegible].33 | [illegible].26 | [illegible].30 |
| UPPER | 18.[illegible] | [illegible].32 | [illegible].88 | [illegible].81 |
| REGION:Northeast | | | | |
| LOWER | [illegible].18 | [illegible].33 | 15.51 | [illegible].17 |
| MEDIAN | [illegible].67 | [illegible].66 | 19.49 | [illegible].63 |
| UPPER | [illegible].86 | [illegible].77 | 25.[illegible]7 | [illegible].35 |
| REGION:East North Central | | | | |
| LOWER | [illegible].12 | [illegible].66 | 15.9[illegible] | 18.[illegible]5 |
| MEDIAN | [illegible].13 | [illegible].34 | 19.1[illegible] | 23.[illegible]1 |
| UPPER | [illegible].[illegible] | [illegible].70 | 24.4[illegible] | 28.[illegible]0 |
| REGION:South | | | | |
| LOWER | 10.02 | 11.24 | 12.90 | [illegible].06 |
| MEDIAN | 11.74 | [illegible].19 | 15.83 | [illegible].30 |
| UPPER | 14.80 | [illegible].13 | 19.87 | [illegible].67 |
| REGION:Near West | | | | |
| LOWER | 9.29 | 10.93 | 12.68 | 14.8[illegible] |
| MEDIAN | 11.96 | 14.19 | 16.43 | 19.[illegible]7 |
| UPPER | 16.25 | 18.90 | 21.45 | [illegible].60 |
| REGION:Far West | | | | |
| LOWER | 12.87 | 14.13 | 15.52 | 16.13 |
| MEDIAN | 16.27 | 17.54 | 19.13 | 21.35 |
| UPPER | 19.57 | 20.97 | 22.73 | 26.0[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 14.20 | 16.47 | 18.97 | 20.[illegible]4 |
| MEDIAN | 18.56 | 20.57 | 23.56 | 27.[illegible]2 |
| UPPER | 21.94 | 25.01 | 28.90 | 32.6[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 12.87 | 15.65 | 17.54 | [illegible].57 |
| MEDIAN | 16.46 | 18.28 | 21.36 | [illegible].60 |
| UPPER | 19.38 | 22.65 | 25.21 | [illegible].50 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 12.57 | 14.08 | 15.36 | 16.21 |
| MEDIAN | 15.02 | 16.72 | 18.67 | 20.24 |
| UPPER | 18.28 | 21.17 | 23.26 | 25.01 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 10.90 | 12.51 | 13.60 | 14.30 |
| MEDIAN | 12.96 | 14.98 | 17.10 | 17.86 |
| UPPER | 16.09 | 17.92 | 20.06 | 20.55 |
| BEDSIZE: > 399 | | | | |
| LOWER | 9.39 | 10.07 | 11.08 | 11.75 |
| MEDIAN | 11.32 | 12.84 | 14.11 | 14.76 |
| UPPER | 14.01 | 15.63 | 16.95 | 17.78 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 21.73 | 25.00 | 28.02 | 29.86 |
| N.E. / 100-199 MEDIAN | 19.67 | 21.15 | 22.56 | 24.04 |
| N.E. / 200-299 MEDIAN | 18.11 | 19.21 | 22.19 | 21.22 |
| N.E. / 300-399 MEDIAN | 13.58 | 16.02 | 18.17 | 18.24 |
| N.E. / > 399 MEDIAN | 12.64 | 13.80 | 14.90 | 15.02 |
| E.N.C./ < 100 MEDIAN | 17.30 | 20.57 | 23.98 | 32.07 |
| E.N.C./100-199 MEDIAN | 16.82 | 18.84 | 21.87 | 25.25 |
| E.N.C./200-299 MEDIAN | 14.33 | 18.34 | 20.85 | 23.72 |
| E.N.C./300-399 MEDIAN | 14.83 | 16.50 | 18.73 | 20.78 |
| E.N.C./ > 399 MEDIAN | 12.96 | 14.68 | 15.34 | 16.75 |
| SO. / < 100 MEDIAN | 13.54 | 17.97 | 20.24 | 23.20 |
| SO. / 100-199 MEDIAN | 14.05 | 16.63 | 19.15 | 21.96 |
| SO. / 200-299 MEDIAN | 13.76 | 15.12 | 17.97 | 19.43 |
| SO. / 300-399 MEDIAN | 11.02 | 13.19 | 14.93 | 16.63 |
| SO. / > 399 MEDIAN | 11.02 | 13.19 | 14.93 | 16.63 |
| N.W. / < 100 MEDIAN | 15.69 | 18.79 | 21.94 | 22.97 |
| N.W. / 100-199 MEDIAN | 15.03 | 18.00 | 20.79 | 22.62 |
| N.W. / 200-299 MEDIAN | 11.20 | 14.08 | 15.43 | 18.69 |
| N.W. / 300-399 MEDIAN | 11.76 | 13.82 | 15.14 | 15.27 |
| N.W. / > 399 MEDIAN | 8.70 | 10.95 | 12.50 | 13.33 |
| F.W. / < 100 MEDIAN | 20.52 | 23.31 | 24.81 | 27.91 |
| F.W. / 100-199 MEDIAN | 16.33 | 18.31 | 20.04 | 23.38 |
| F.W. / 200-299 MEDIAN | 14.74 | 16.27 | 17.57 | 17.54 |
| F.W. / 300-399 MEDIAN | 16.11 | 15.30 | 18.11 | 15.92 |
| F.W. / > 399 MEDIAN | 11.49 | 13.85 | 15.78 | 15.43 |

SCO

# 1984 - 1987 COMPARATIVE VALUES FOR OTHER REVENUE %

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 2.60 | 2.74 | 2.89 | 2.75 |
| MEDIAN | 4.90 | 4.28 | 4.21 | 4.20 |
| UPPER | 6.63 | 5.98 | 5.89 | 6.30 |
| REGION:Northeast | | | | |
| LOWER | 2.77 | 2.73 | 2.81 | 2.77 |
| MEDIAN | 4.11 | 3.41 | 4.19 | 4.12 |
| UPPER | 5.81 | 6.52 | 6.61 | 6.19 |
| REGION:East North Central | | | | |
| LOWER | 2.54 | 2.85 | 2.84 | 2.87 |
| MEDIAN | 3.85 | 4.27 | 4.30 | 4.84 |
| UPPER | 5.12 | 5.74 | 5.89 | 5.66 |
| REGION:South | | | | |
| LOWER | 2.81 | 2.60 | 2.87 | 2.91 |
| MEDIAN | 3.87 | 4.21 | 4.16 | 4.18 |
| UPPER | 5.61 | 5.62 | 5.33 | 5.15 |
| REGION:Near West | | | | |
| LOWER | 2.99 | 2.89 | 3.11 | 2.78 |
| MEDIAN | 4.15 | 4.51 | 4.36 | 4.77 |
| UPPER | 6.59 | 6.50 | 7.55 | 8.61 |
| REGION:Far West | | | | |
| LOWER | 2.24 | 2.43 | 2.77 | 2.47 |
| MEDIAN | 3.59 | 4.02 | 4.02 | 4.01 |
| UPPER | 5.86 | 6.13 | 5.78 | 6.21 |
| BEDSIZE: < 100 | | | | |
| LOWER | 2.67 | 2.44 | 2.78 | 2.43 |
| MEDIAN | 4.27 | 4.20 | 4.43 | 4.45 |
| UPPER | 6.40 | 7.23 | 7.42 | 6.48 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 2.13 | 2.33 | 2.31 | 2.45 |
| MEDIAN | 3.58 | 3.94 | 3.59 | 3.80 |
| UPPER | 4.93 | 5.55 | 5.55 | 5.94 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 2.42 | 2.63 | 2.81 | 2.71 |
| MEDIAN | 3.67 | 4.05 | 4.00 | 4.04 |
| UPPER | 5.08 | 5.30 | 5.20 | 5.86 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 2.46 | 2.59 | 3.09 | 2.96 |
| MEDIAN | 3.84 | 4.29 | 4.40 | 4.43 |
| UPPER | 5.35 | 5.56 | 5.56 | 6.04 |
| BEDSIZE: > 399 | | | | |
| LOWER | 3.42 | 3.61 | 3.49 | 3.30 |
| MEDIAN | 4.51 | 4.69 | 4.80 | 5.01 |
| UPPER | 6.62 | 6.91 | 7.23 | 7.09 |

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION/BEDSIZE | | | | |
| N.E. / < 100 MEDIAN | 4.09 | 4.93 | 4.71 | 3.34 |
| N.E. / 100-199 MEDIAN | 3.79 | 4.41 | 3.40 | 4.41 |
| N.E. / 200-299 MEDIAN | 3.35 | 3.65 | 3.55 | 4.14 |
| N.E. / 300-399 MEDIAN | 4.24 | 5.03 | 4.68 | 5.14 |
| N.E. / > 399 MEDIAN | 4.82 | 4.72 | 5.11 | 5.21 |
| E.N.C./ < 100 MEDIAN | 3.97 | 3.30 | 3.58 | 3.00 |
| E.N.C./100-199 MEDIAN | 3.64 | 3.97 | 3.85 | 3.89 |
| E.N.C./200-299 MEDIAN | 4.18 | 4.25 | 4.74 | 3.67 |
| E.N.C./300-399 MEDIAN | 3.80 | 4.29 | 5.00 | 4.17 |
| E.N.C./ > 399 MEDIAN | 4.13 | 4.71 | 4.70 | 5.26 |
| SO. / < 100 MEDIAN | 3.91 | 3.54 | 3.61 | 4.69 |
| SO. / 100-199 MEDIAN | 3.78 | 3.19 | 3.01 | 4.31 |
| SO. / 200-299 MEDIAN | 3.94 | 4.28 | 4.22 | 4.13 |
| SO. / 300-399 MEDIAN | 3.84 | 3.63 | 4.22 | 3.61 |
| SO. / > 399 MEDIAN | 3.84 | 3.63 | 4.22 | 3.61 |
| N.W. / < 100 MEDIAN | 4.79 | 5.33 | 4.54 | 5.11 |
| N.W. / 100-199 MEDIAN | 3.78 | 4.21 | 4.02 | 3.21 |
| N.W. / 200-299 MEDIAN | 4.49 | 3.96 | 3.93 | 5.40 |
| N.W. / 300-399 MEDIAN | 3.20 | 4.58 | 4.40 | 4.55 |
| N.W. / > 399 MEDIAN | 4.53 | 5.01 | 6.10 | 7.43 |
| F.W. / < 100 MEDIAN | 4.81 | 4.07 | 5.33 | 5.19 |
| F.W. / 100-199 MEDIAN | 2.87 | 3.87 | 3.53 | 3.34 |
| F.W. / 200-299 MEDIAN | 2.70 | 3.90 | 3.85 | 3.83 |
| F.W. / 300-399 MEDIAN | 3.95 | 4.98 | 4.74 | 5.23 |
| F.W. / > 399 MEDIAN | 3.77 | 4.27 | 4.17 | 4.04 |

USOL

# 1984 - 1987 COMPARATIVE VALUES FOR CONTRACTUAL ALLOWANCE %

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 5.86 | 4.90 | [illegible]36 | [illegible]56 |
| MEDIAN | 10.69 | [illegible]0.39 | [illegible]1.95 | [illegible]4.92 |
| UPPER | 16.5[illegible] | [illegible]1.21 | [illegible]1.49 | [illegible]0.97 |
| REGION:Northeast | | | | |
| LOWER | [illegible]76 | [illegible]85 | [illegible]37 | [illegible]65 |
| MEDIAN | [illegible]96 | [illegible]44 | [illegible]29 | [illegible]02 |
| UPPER | [illegible]25 | [illegible]2.32 | [illegible]7 | [illegible]75 |
| REGION:East North Central | | | | |
| LOWER | [illegible]83 | [illegible]19 | [illegible]3 | [illegible]4 |
| MEDIAN | [illegible]1 | [illegible]38 | [illegible]5 | [illegible]4 |
| UPPER | [illegible] | [illegible]1 | [illegible]3 | [illegible] |
| REGION:South | | | | |
| LOWER | 7.03 | 6.89 | [illegible]23 | [illegible]5 |
| MEDIAN | 10.63 | [illegible]0.85 | 13.97 | [illegible]86 |
| UPPER | 14.93 | [illegible]0 | 17.99 | [illegible]1.42 |
| REGION:Near West | | | | |
| LOWER | 4.41 | 3.04 | 5.68 | 8.5[illegible] |
| MEDIAN | 7.93 | 7.71 | 9.58 | 12.[illegible] |
| UPPER | 11.76 | 11.70 | 13.57 | [illegible]87 |
| REGION:Far West | | | | |
| LOWER | 5.03 | 4.74 | 7.54 | 7.26 |
| MEDIAN | 9.23 | 9.07 | 11.23 | 13.80 |
| UPPER | 15.42 | 13.70 | 16.52 | 19.69 |
| BEDSIZE: < 100 | | | | |
| LOWER | 4.70 | 4.81 | 6.89 | 8.[illegible] |
| MEDIAN | 9.69 | 8.66 | 10.33 | 14.[illegible] |
| UPPER | 15.62 | 13.67 | 15.32 | 19.2[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 6.03 | 5.06 | 8.30 | [illegible]8.55 |
| MEDIAN | 11.84 | 10.85 | 12.53 | [illegible].76 |
| UPPER | 16.93 | 16.56 | 17.62 | [illegible]84 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 6.33 | 5.50 | 7.71 | 10.44 |
| MEDIAN | 10.34 | 10.66 | 13.35 | 16.86 |
| UPPER | 15.12 | 16.86 | 18.14 | 21.71 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 5.08 | 5.19 | 7.73 | 11.80 |
| MEDIAN | 11.52 | 10.77 | 11.59 | 16.36 |
| UPPER | 17.08 | 15.91 | 19.17 | 21.63 |
| BEDSIZE: > 399 | | | | |
| LOWER | 6.00 | 4.54 | 5.77 | 9.36 |
| MEDIAN | 10.85 | 10.35 | 11.13 | 14.14 |
| UPPER | 18.30 | 17.03 | 17.24 | 22.18 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 13.86 | 13.97 | 13.25 | 17.06 |
| N.E. / 100-199 MEDIAN | 17.26 | 17.46 | 14.29 | 15.76 |
| N.E. / 200-299 MEDIAN | 15.28 | 15.94 | 15.72 | 17.65 |
| N.E. / 300-399 MEDIAN | 14.75 | 15.84 | 16.65 | 20.22 |
| N.E. / > 399 MEDIAN | 18.83 | 18.61 | 13.27 | 13.30 |
| E.N.C./ < 100 MEDIAN | 13.15 | 7.96 | 11.39 | 13.40 |
| E.N.C./100-199 MEDIAN | 8.88 | 7.45 | 11.77 | 12.3[illegible] |
| E.N.C./200-299 MEDIAN | 7.99 | 9.03 | 9.96 | 16.89 |
| E.N.C./300-399 MEDIAN | 8.77 | 9.45 | 8.72 | 14.46 |
| E.N.C./ > 399 MEDIAN | 10.98 | 7.53 | 9.82 | 13.31 |
| SO. / < 100 MEDIAN | 8.78 | 9.92 | 10.79 | 16.09 |
| SO. / 100-199 MEDIAN | 12.59 | 14.22 | 16.57 | 19.21 |
| SO. / 200-299 MEDIAN | 9.23 | 10.33 | 12.64 | 17.06 |
| SO. / 300-399 MEDIAN | 10.60 | 12.23 | 15.39 | 17.11 |
| SO. / > 399 MEDIAN | 10.60 | 12.23 | 15.39 | 17.11 |
| N.W. / < 100 MEDIAN | 5.09 | 6.96 | 8.96 | 13.59 |
| N.W. / 100-199 MEDIAN | 8.02 | 7.14 | 9.16 | 12.62 |
| N.W. / 200-299 MEDIAN | 7.21 | 6.80 | 9.29 | 11.46 |
| N.W. / 300-399 MEDIAN | 13.13 | 8.87 | 10.32 | 14.60 |
| N.W. / > 399 MEDIAN | 7.20 | 6.45 | 9.91 | 12.23 |
| F.W. / < 100 MEDIAN | 6.89 | 5.97 | 9.38 | 11.17 |
| F.W. / 100-199 MEDIAN | 12.37 | 10.04 | 11.98 | 11.32 |
| F.W. / 200-299 MEDIAN | 9.21 | 11.43 | 13.45 | 17.23 |
| F.W. / 300-399 MEDIAN | 10.04 | 9.26 | 10.37 | 14.76 |
| F.W. / > 399 MEDIAN | 14.76 | 12.27 | 11.81 | 21.81 |

SOI

# 1984 - 1987 COMPARATIVE VALUES FOR AVERAGE DAILY CENSUS (DAYS)

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 77.78 | 72.91 | 72.68 | 67.82 |
| MEDIAN | 164.86 | 155.43 | 153.38 | 129.69 |
| UPPER | 261.67 | 251.59 | 244.96 | 224.60 |
| REGION:Northeast | | | | |
| LOWER | 123.30 | 109.38 | 107.01 | 92.08 |
| MEDIAN | 212.03 | 185.74 | 180.53 | 167.29 |
| UPPER | 318.79 | 300.46 | 278.91 | 255.76 |
| REGION:East North Central | | | | |
| LOWER | 70.98 | 64.55 | 59.37 | 48.41 |
| MEDIAN | 154.77 | 139.68 | 138.49 | 109.37 |
| UPPER | 282.04 | 256.08 | 226.81 | 206.97 |
| REGION:South | | | | |
| LOWER | 87.55 | 96.86 | 95.42 | 66.2 |
| MEDIAN | 174.07 | 188.54 | 182.78 | 167.1 |
| UPPER | 266.50 | 285.59 | 266.80 | 27[illegible].23 |
| REGION:Near West | | | | |
| LOWER | 62.84 | 54.16 | 54.25 | 25.69 |
| MEDIAN | 145.50 | 110.24 | 125.98 | 78.61 |
| UPPER | 304.57 | 265.81 | 255.97 | 184.3[illegible] |
| REGION:Far West | | | | |
| LOWER | 50.57 | 55.50 | 57.93 | 56.[illegible] |
| MEDIAN | 103.66 | 95.27 | 103.52 | 87.[illegible] |
| UPPER | 168.16 | 168.53 | 175.26 | 178.[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 21.80 | 19.25 | 16.88 | 13.02 |
| MEDIAN | 33.11 | 29.28 | 28.73 | 23.87 |
| UPPER | 47.67 | 43.35 | 40.95 | 35.34 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 65.17 | 62.43 | 58.23 | 53.33 |
| MEDIAN | 86.35 | 80.93 | 77.18 | 73.58 |
| UPPER | 109.92 | 96.14 | 95.98 | 92.12 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 144.87 | 128.72 | 128.26 | 109.20 |
| MEDIAN | 171.68 | 154.55 | 155.04 | 145.74 |
| UPPER | 200.86 | 181.09 | 179.28 | 173.94 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 216.33 | 190.36 | 184.71 | 172.84 |
| MEDIAN | 245.92 | 220.99 | 218.66 | 206.55 |
| UPPER | 269.06 | 243.65 | 245.04 | 246.53 |
| BEDSIZE: > 399 | | | | |
| LOWER | 320.35 | 301.40 | 290.11 | 286.32 |
| MEDIAN | 381.01 | 372.24 | 368.32 | 349.46 |
| UPPER | 490.03 | 466.84 | 463.82 | 451.10 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 39.08 | 32.44 | 30.39 | 28.50 |
| N.E. / 100-199 MEDIAN | 117.87 | 98.58 | 95.61 | 92.90 |
| N.E. / 200-299 MEDIAN | 190.69 | 174.24 | 171.68 | 167.49 |
| N.E. / 300-399 MEDIAN | 265.56 | 245.31 | 241.79 | 247.91 |
| N.E. / > 399 MEDIAN | 396.63 | 381.26 | 382.13 | 375.85 |
| E.N.C./ < 100 MEDIAN | 34.87 | 34.46 | 31.41 | 28.36 |
| E.N.C./100-199 MEDIAN | 77.93 | 72.41 | 70.85 | 63.20 |
| E.N.C./200-299 MEDIAN | 164.53 | 140.87 | 134.74 | 124.31 |
| E.N.C./300-399 MEDIAN | 236.80 | 213.98 | 193.33 | 178.28 |
| E.N.C./ > 399 MEDIAN | 415.25 | 379.42 | 364.93 | 348.48 |
| SO. / < 100 MEDIAN | 39.90 | 41.58 | 39.90 | 30.99 |
| SO. / 100-199 MEDIAN | 75.97 | 77.71 | 79.19 | 68.75 |
| SO. / 200-299 MEDIAN | 163.74 | 150.46 | 155.71 | 148.60 |
| SO. / 300-399 MEDIAN | 251.21 | 218.50 | 209.58 | 204.74 |
| SO. / > 399 MEDIAN | 251.21 | 218.50 | 209.58 | 204.74 |
| N.W. / < 100 MEDIAN | 22.14 | 19.87 | 15.72 | 13.80 |
| N.W. / 100-199 MEDIAN | 81.76 | 76.89 | 71.19 | 60.16 |
| N.W. / 200-299 MEDIAN | 153.52 | 131.31 | 132.53 | 115.33 |
| N.W. / 300-399 MEDIAN | 213.98 | 197.07 | 214.11 | 201.81 |
| N.W. / > 399 MEDIAN | 334.36 | 350.62 | 337.99 | 333.08 |
| F.W. / < 100 MEDIAN | 27.32 | 38.77 | 26.82 | 15.27 |
| F.W. / 100-199 MEDIAN | 80.93 | 76.75 | 72.68 | 74.48 |
| F.W. / 200-299 MEDIAN | 150.29 | 151.08 | 160.49 | 165.77 |
| F.W. / 300-399 MEDIAN | 230.04 | 212.99 | 220.82 | 207.65 |
| F.W. / > 399 MEDIAN | 327.35 | 295.55 | 288.58 | 302.70 |

# 1984 - 1987 COMPARATIVE VALUES FOR OCCUPANCY %

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 54.52 | 50.39 | [illegible] | [illegible] |
| MEDIAN | 66.28 | 60.32 | [illegible] | [illegible] |
| UPPER | 74.9[illegible] | [illegible] | [illegible] | [illegible] |
| REGION:Northeast | | | | |
| LOWER | [illegible] | [illegible] | [illegible] | [illegible] |
| MEDIAN | [illegible] | [illegible] | [illegible] | [illegible] |
| UPPER | [illegible] | [illegible] | [illegible] | [illegible] |
| REGION:East North Central | | | | |
| LOWER | [illegible] | [illegible] | [illegible] | [illegible] |
| MEDIAN | [illegible] | [illegible] | [illegible] | [illegible] |
| UPPER | [illegible] | [illegible] | [illegible] | [illegible] |
| REGION:South | | | | |
| LOWER | 55.36 | 52.09 | 50.68 | [illegible] |
| MEDIAN | 67.08 | [illegible] | 61.50 | [illegible] |
| UPPER | 71.67 | [illegible] | 67.75 | [illegible] |
| REGION:Near West | | | | |
| LOWER | 48.11 | 42.04 | 38.07 | 31.[illegible] |
| MEDIAN | 56.69 | 51.72 | 49.72 | 43.[illegible] |
| UPPER | 66.12 | 59.19 | 56.89 | [illegible] |
| REGION:Far West | | | | |
| LOWER | 52.11 | 48.13 | 46.34 | 43.41 |
| MEDIAN | 59.79 | 56.93 | 57.04 | 53.86 |
| UPPER | 68.59 | 65.08 | 63.64 | 65.[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 42.43 | 38.77 | 32.[illegible] | 27.[illegible] |
| MEDIAN | 50.83 | 45.56 | 42.[illegible] | 39.[illegible] |
| UPPER | 63.60 | 55.43 | 54.[illegible] | 49.[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 50.54 | 45.34 | 42.95 | 39.11 |
| MEDIAN | 61.50 | 56.30 | 54.41 | [illegible].68 |
| UPPER | 72.29 | 64.77 | 62.80 | [illegible].07 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 59.12 | 52.70 | 52.20 | 48.38 |
| MEDIAN | 68.70 | 61.11 | 61.13 | 57.56 |
| UPPER | 77.62 | 71.20 | 69.48 | 69.01 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 61.38 | 54.92 | 53.29 | 51.22 |
| MEDIAN | 68.47 | 63.18 | 60.59 | 59.31 |
| UPPER | 75.95 | 70.07 | 69.70 | 70.50 |
| BEDSIZE: > 399 | | | | |
| LOWER | 60.83 | 56.73 | 56.35 | 57.54 |
| MEDIAN | 71.74 | 66.24 | 64.16 | 64.94 |
| UPPER | 79.99 | 74.37 | 72.77 | 74.71 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 69.21 | 58.32 | 52.88 | 51.89 |
| N.E. / 100-199 MEDIAN | 74.18 | 69.05 | 72.17 | 67.68 |
| N.E. / 200-299 MEDIAN | 80.05 | 73.00 | 68.48 | 69.64 |
| N.E. / 300-399 MEDIAN | 77.07 | 70.83 | 71.32 | 71.29 |
| N.E. / > 399 MEDIAN | 80.85 | 75.35 | 76.15 | 75.58 |
| E.N.C./ < 100 MEDIAN | 50.19 | 46.59 | 44.76 | 41.00 |
| E.N.C./100-199 MEDIAN | 53.94 | 49.06 | 46.87 | 41.76 |
| E.N.C./200-299 MEDIAN | 61.26 | 53.24 | 52.82 | 48.65 |
| E.N.C./300-399 MEDIAN | 64.84 | 55.73 | 53.29 | 52.13 |
| E.N.C./ > 399 MEDIAN | 69.85 | 65.07 | 62.40 | 63.53 |
| SO. / < 100 MEDIAN | 51.79 | 50.54 | 48.72 | 45.43 |
| SO. / 100-199 MEDIAN | 57.60 | 55.88 | 57.51 | 47.39 |
| SO. / 200-299 MEDIAN | 67.32 | 60.67 | 62.26 | 56.30 |
| SO. / 300-399 MEDIAN | 68.91 | 63.43 | 57.74 | 58.62 |
| [illegible] / > 399 MEDIAN | 68.91 | 63.43 | 57.74 | 58.62 |
| N.W. / [illegible] 100 MEDIAN | 42.14 | 38.82 | 32.74 | 27.07 |
| N.W. / 100-199 MEDIAN | 53.02 | 46.79 | 47.43 | 40.26 |
| N.W. / 200-299 MEDIAN | 50.03 | 53.47 | 54.54 | 50.66 |
| N.W. / 300-399 MEDIAN | 58.75 | 54.63 | 55.83 | 53.58 |
| N.W. / > 399 MEDIAN | 60.71 | 55.41 | 55.94 | 58.56 |
| F.W. / < 100 MEDIAN | 44.16 | 44.06 | 38.70 | 33.21 |
| F.W. / 100-199 MEDIAN | 61.00 | 58.28 | 56.60 | 54.12 |
| F.W. / 200-299 MEDIAN | 67.58 | 59.85 | 61.35 | 61.11 |
| F.W. / 300-399 MEDIAN | 63.95 | 58.48 | 62.73 | 57.47 |
| F.W. / > 399 MEDIAN | 58.09 | 57.63 | 58.14 | 63.30 |

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# 1984 - 1987 COMPARATIVE VALUES FOR OCCUPANCY FOR STAFFED BEDS %

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 61.00 | 57.59 | 57.57 | 56.04 |
| MEDIAN | 72.75 | 68.08 | 67.69 | 66.83 |
| UPPER | 80.01 | 76.65 | 76.57 | 75.33 |
| REGION:Northeast | | | | |
| LOWER | 74.01 | 68.59 | 67.8 | 67.10 |
| MEDIAN | 80.99 | 75.10 | 75.9 | 74.12 |
| UPPER | 87.5 | 85.90 | 82.9 | 81.12 |
| REGION:East North Central | | | | |
| LOWER | 60.38 | 56.21 | 53.11 | 50.85 |
| MEDIAN | 68.81 | 63.89 | 62.60 | 59.30 |
| UPPER | 77.45 | 71.67 | 71.53 | 69.55 |
| REGION:South | | | | |
| LOWER | 63.50 | 63.21 | 63.29 | 59.3 |
| MEDIAN | 71.36 | 69.72 | 70.70 | 68.8 |
| UPPER | 78.64 | 76.94 | 76.72 | 75.18 |
| REGION:Near West | | | | |
| LOWER | 52.79 | 52.95 | 52.02 | 45.16 |
| MEDIAN | 66.85 | 63.67 | 62.37 | 59.57 |
| UPPER | 75.36 | 69.87 | 71.77 | 69.3 |
| REGION:Far West | | | | |
| LOWER | 54.09 | 54.10 | 55.09 | 49.8 |
| MEDIAN | 65.41 | 64.30 | 64.82 | 63.4 |
| UPPER | 71.27 | 70.53 | 71.69 | 72.7 |
| BEDSIZE: < 100 | | | | |
| LOWER | 46.80 | 43.32 | 38.69 | 35.70 |
| MEDIAN | 55.79 | 52.63 | 49.87 | 47.93 |
| UPPER | 68.78 | 63.24 | 63.87 | 59.45 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 55.61 | 54.09 | 53.04 | 50.63 |
| MEDIAN | 66.53 | 62.26 | 61.78 | 59.82 |
| UPPER | 74.86 | 70.70 | 71.33 | 70.78 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 67.83 | 63.44 | 61.40 | 59.75 |
| MEDIAN | 74.56 | 68.96 | 69.00 | 68.69 |
| UPPER | 81.83 | 76.87 | 76.82 | 75.75 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 67.37 | 64.05 | 62.56 | 61.02 |
| MEDIAN | 73.91 | 70.33 | 69.86 | 70.84 |
| UPPER | 79.69 | 77.84 | 75.82 | 76.44 |
| BEDSIZE: > 399 | | | | |
| LOWER | 71.32 | 68.59 | 67.86 | 67.21 |
| MEDIAN | 76.60 | 74.69 | 73.75 | 74.47 |
| UPPER | 82.74 | 80.79 | 80.19 | 81.88 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 67.69 | 55.07 | 52.65 | 56.13 |
| N.E. / 100-199 MEDIAN | 76.99 | 73.02 | 72.72 | 71.23 |
| N.E. / 200-299 MEDIAN | 80.60 | 76.82 | 76.28 | 75.46 |
| N.E. / 300-399 MEDIAN | 79.90 | 77.08 | 75.21 | 76.15 |
| N.E. / > 399 MEDIAN | 82.40 | 80.42 | 79.39 | 81.80 |
| E.N.C./ < 100 MEDIAN | 61.94 | 53.12 | 52.73 | 47.26 |
| E.N.C./100-199 MEDIAN | 61.85 | 58.73 | 57.99 | 54.17 |
| E.N.C./200-299 MEDIAN | 69.30 | 64.27 | 62.26 | 62.57 |
| E.N.C./300-399 MEDIAN | 72.18 | 64.10 | 62.86 | 60.07 |
| E.N.C./ > 399 MEDIAN | 75.56 | 74.00 | 72.37 | 73.97 |
| SO. / < 100 MEDIAN | 64.38 | 60.79 | 55.90 | 56.96 |
| SO. / 100-199 MEDIAN | 68.60 | 63.25 | 65.07 | 60.99 |
| SO. / 200-299 MEDIAN | 73.11 | 68.43 | 71.28 | 68.50 |
| / 300-399 MEDIAN | 77.22 | 73.32 | 72.19 | 72.70 |
| SO. > 3 MEDIAN | 77.22 | 73.32 | 72.19 | 72.70 |
| N.W. / < 100 MEDIAN | 51.84 | 46.20 | 43.00 | 39.49 |
| N.W. / 100-199 MEDIAN | 59.12 | 56.74 | 54.25 | 58.63 |
| N.W. / 200-299 MEDIAN | 72.38 | 64.68 | 63.83 | 62.58 |
| N.W. / 300-399 MEDIAN | 72.22 | 65.36 | 69.76 | 65.00 |
| N.W. / 399 MEDIAN | 72.17 | 69.14 | 69.71 | 68.10 |
| F.W. / < 100 MEDIAN | 47.47 | 47.05 | 41.63 | 39.61 |
| F.W. / 100-199 MEDIAN | 63.83 | 60.68 | 58.84 | 59.75 |
| F.W. / 200-299 MEDIAN | 70.07 | 68.32 | 69.10 | 70.13 |
| F.W. 300-399 MEDIAN | 67.63 | 68.32 | 69.77 | 72.20 |
| F / > 3 MEDIAN | 65.50 | 64.70 | 69.44 | 70.53 |

# 1984 - 1987 COMPARATIVE VALUES FOR LENGTH OF STAY (DAYS)

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 5.41 | 5.29 | 5.34 | 5.10 |
| MEDIAN | 6.46 | 6.22 | 6.28 | 6.15 |
| UPPER | 7.4[illegible] | [illegible].29 | [illegible].32 | 7.21 |
| REGION:Northeast | | | | |
| LOWER | [illegible]67 | [illegible].21 | [illegible].18 | [illegible].18 |
| MEDIAN | [illegible].56 | [illegible].29 | 7.30 | [illegible].22 |
| UPPER | [illegible].50 | 8.42 | 8.[illegible]9 | [illegible].25 |
| REGION:East North Centra | | | | |
| LOWER | 5.50 | 5.28 | 5.1[illegible] | 4.[illegible]1 |
| MEDIAN | 6.[illegible]7 | [illegible].02 | 6.0[illegible] | 5.[illegible]9 |
| UPPER | 7.[illegible]0 | [illegible].07 | 7.0[illegible] | 6.[illegible]7 |
| REGION:South | | | | |
| LOWER | 5.56 | 5.51 | 5.58 | 5.[illegible]8 |
| MEDIAN | 6.24 | 6.31 | 6.42 | [illegible].31 |
| UPPER | 7.19 | [illegible].07 | 7.19 | [illegible].14 |
| REGION:Near West | | | | |
| LOWER | 4.95 | 4.88 | 4.95 | 4.69 |
| MEDIAN | 6.04 | 5.77 | 6.01 | 5.[illegible] |
| UPPER | 7.04 | 6.65 | 6.93 | 6.[illegible]4 |
| REGION:Far West | | | | |
| LOWER | 4.36 | 4.49 | 4.36 | 4.14 |
| MEDIAN | 5.02 | 5.00 | 5.14 | 5.19 |
| UPPER | 5.95 | 5.85 | 6.07 | 6.03 |
| BEDSIZE: < 100 | | | | |
| LOWER | 4.54 | 4.32 | 4.35 | 4.[illegible]0 |
| MEDIAN | 5.16 | 4.91 | 4.90 | 4.[illegible]2 |
| UPPER | 5.94 | 5.56 | 5.62 | 5.[illegible]6 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 5.05 | 4.85 | 4.92 | 4.74 |
| MEDIAN | 5.83 | 5.47 | 5.56 | [illegible].41 |
| UPPER | 6.76 | 6.50 | 6.72 | [illegible].44 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 5.60 | 5.35 | 5.38 | 5.43 |
| MEDIAN | 6.44 | 6.22 | 6.26 | 6.29 |
| UPPER | 7.60 | 7.18 | 7.20 | 7.47 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 6.18 | 5.92 | 5.97 | 5.90 |
| MEDIAN | 6.82 | 6.57 | 6.56 | 6.[illegible]6 |
| UPPER | 7.40 | 7.13 | 7.41 | 7.25 |
| BEDSIZE: > 399 | | | | |
| LOWER | 6.78 | 6.47 | 6.60 | 6.55 |
| MEDIAN | 7.44 | 7.27 | 7.21 | 7.14 |
| UPPER | 8.32 | 8.01 | 8.05 | 7.85 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 5.86 | 5.68 | 5.65 | 5.71 |
| N.E. / 100-199 MEDIAN | 7.33 | 7.04 | 6.91 | 6.77 |
| N.E. / 200-299 MEDIAN | 7.81 | 7.51 | 7.25 | 7.60 |
| N.E. / 300-399 MEDIAN | 7.34 | 7.00 | 7.41 | 7.07 |
| N.E. / > 399 MEDIAN | 8.17 | 7.82 | 7.94 | 7.80 |
| E.N.C./ < 100 MEDIAN | 5.34 | 4.97 | 4.86 | 4.80 |
| E.N.C./100-199 MEDIAN | 5.82 | 5.38 | 5.36 | 5.24 |
| E.N.C./200-299 MEDIAN | 6.02 | 5.91 | 6.03 | 6.10 |
| E.N.C./300-399 MEDIAN | 6.82 | 6.32 | 6.29 | 6.26 |
| E.N.C./ > 399 MEDIAN | 7.59 | 7.27 | 7.09 | 7.00 |
| SO. / < 100 MEDIAN | 5.19 | 4.91 | 4.99 | 5.04 |
| SO. / 100-199 MEDIAN | 5.84 | 5.69 | 5.64 | 5.40 |
| SO. / 200-299 MEDIAN | 6.18 | 6.09 | 6.15 | 6.31 |
| SO. / 300-399 MEDIAN | 6.78 | 6.50 | 6.58 | 6.62 |
| / > 399 MEDIAN | 6.78 | 6.50 | 6.58 | 6.62 |
| N.W. / < 100 MEDIAN | 4.73 | 4.78 | 4.73 | 4.58 |
| N.W. / 100-199 MEDIAN | 5.39 | 5.35 | 5.67 | 5.17 |
| / 200-299 MEDIAN | 5.17 | 5.38 | 5.40 | 5.84 |
| N.W. / 300-399 MEDIAN | 6.51 | 6.44 | 6.57 | 6.77 |
| N.W. / > 399 MEDIAN | 7.09 | 7.00 | 7.02 | 7.58 |
| F.W. / < 100 MEDIAN | 4.17 | 4.16 | 4.19 | 3.69 |
| F.W. / 100-199 MEDIAN | 5.02 | 4.77 | 4.72 | 4.73 |
| F.W. / 200-299 MEDIAN | 4.85 | 5.03 | 5.17 | 5.59 |
| F.W. / 300-399 MEDIAN | 5.76 | 5.64 | 5.89 | 5.96 |
| F.W. / 399 MEDIAN | 5.90 | 5.66 | 5.43 | 6.11 |

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# 1984 - 1987 COMPARATIVE VALUES FOR LENGTH OF STAY ADJ FOR CM (DAYS)

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 5.12 | 4.83 | 4.82 | 4.63 |
| MEDIAN | 5.95 | 5.59 | 5.55 | 5.47 |
| UPPER | 6.87 | 6.53 | 6.49 | 6.37 |
| REGION:Northeast | | | | |
| LOWER | 6.17 | 5.51 | 5.5 | 5.42 |
| MEDIAN | 7.01 | 6.66 | 6.3 | 6.28 |
| UPPER | 7.74 | 7.48 | 7.3 | 7.17 |
| REGION:East North Central | | | | |
| LOWER | 5.25 | 4.88 | 4.72 | 4.64 |
| MEDIAN | 6.05 | 5.58 | 5.43 | 5.43 |
| UPPER | 6.81 | 6.27 | 6.21 | 6.30 |
| REGION:South | | | | |
| LOWER | 5.42 | 5.03 | 5.10 | 4.95 |
| MEDIAN | 5.93 | 5.63 | 5.73 | 5.[illegible] |
| UPPER | 6.70 | 6.42 | 6.49 | 6.[illegible]1 |
| REGION:Near West | | | | |
| LOWER | 4.71 | 4.48 | 4.43 | 4.18 |
| MEDIAN | 5.39 | 5.04 | 5.06 | 5.00 |
| UPPER | 6.26 | 6.19 | 6.24 | 5.9[illegible] |
| REGION:Far West | | | | |
| LOWER | 4.22 | 3.91 | 3.77 | 3.[illegible] |
| MEDIAN | 4.73 | 4.65 | 4.73 | 4.[illegible] |
| UPPER | 5.29 | 5.10 | 5.41 | 5.[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 4.58 | 4.08 | 4.19 | 4.11 |
| MEDIAN | 5.07 | 4.84 | 4.68 | 4.86 |
| UPPER | 6.04 | 5.58 | 5.54 | 5.59 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 4.91 | 4.51 | 4.47 | 4.29 |
| MEDIAN | 5.76 | 5.22 | 5.25 | 5.08 |
| UPPER | 6.72 | 6.17 | 6.23 | 6.06 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 5.19 | 4.90 | 4.88 | 4.75 |
| MEDIAN | 6.07 | 5.60 | 5.62 | 5.58 |
| UPPER | 6.95 | 6.64 | 6.66 | 6.75 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 5.53 | 5.20 | 5.17 | 5.09 |
| MEDIAN | 6.23 | 5.73 | 5.82 | 5.97 |
| UPPER | 6.89 | 6.73 | 6.72 | 6.69 |
| BEDSIZE: > 399 | | | | |
| LOWER | 5.65 | 5.30 | 5.26 | 5.16 |
| MEDIAN | 6.41 | 6.07 | 5.90 | 5.84 |
| UPPER | 7.11 | 6.78 | 6.67 | 6.77 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 6.13 | 5.28 | 5.46 | 5.54 |
| N.E. / 100-199 MEDIAN | 7.26 | 6.84 | 6.31 | 6.22 |
| N.E. / 200-299 MEDIAN | 7.01 | 6.77 | 6.38 | 6.59 |
| N.E. / 300-399 MEDIAN | 7.28 | 7.00 | 6.58 | 6.19 |
| N.E. / > 399 MEDIAN | 7.01 | 6.53 | 6.53 | 6.43 |
| E.N.C./ < 100 MEDIAN | 5.57 | 5.22 | 4.83 | 5.05 |
| E.N.C./100-199 MEDIAN | 5.90 | 5.18 | 5.03 | 4.78 |
| E.N.C./200-299 MEDIAN | 5.76 | 5.55 | 5.65 | 5.59 |
| E.N.C./300-399 MEDIAN | 6.02 | 5.39 | 5.60 | 5.70 |
| E.N.C./ > 399 MEDIAN | 6.74 | 6.18 | 5.90 | 5.59 |
| SO. / < 100 MEDIAN | 5.22 | 4.72 | 4.63 | 4.86 |
| SO. / [illegible]-199 MEDIAN | 5.83 | 5.48 | 5.29 | 5.31 |
| SO. / 200-299 MEDIAN | 5.80 | 5.47 | 5.50 | 5.47 |
| SO. / 300-[illegible] MEDIAN | 6.68 | 5.73 | 5.86 | 6.18 |
| SO. / > 3[illegible] MEDIAN | 6.68 | 5.73 | 5.86 | 6.18 |
| N.W. / < 100 MEDIAN | 4.78 | 4.56 | 4.43 | 4.74 |
| N.W. / 1[illegible]-199 MEDIAN | 5.39 | 4.62 | 4.73 | 4.99 |
| N.W. / 20[illegible]-299 MEDIAN | 5.18 | 4.72 | 4.82 | 4.80 |
| N.W. / 30[illegible]-399 MEDIAN | 5.40 | 5.55 | 5.44 | 5.75 |
| N.W. / [illegible] 399 MEDIAN | 5.92 | 5.96 | 5.85 | 5.93 |
| F.W. / [illegible] 100 MEDIAN | 4.48 | 3.80 | 4.04 | 3.69 |
| F.W. / [illegible]0-199 MEDIAN | 4.57 | 4.53 | 4.16 | 4.50 |
| F.W. / [illegible]00-299 MEDIAN | 4.88 | 4.76 | 4.82 | 4.97 |
| F.W. / 300-39[illegible] MEDIAN | 6.33 | 5.56 | 5.76 | 4.57 |
| F.W. / > 39[illegible] MEDIAN | 4.89 | 4.71 | 4.76 | 4.75 |

# 1984 - 1987 COMPARATIVE VALUES FOR COST PER DISCHARGE $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 2042 | 2185 | 2361 | 2491 |
| MEDIAN | 2510 | 2672 | 2926 | 3050 |
| UPPER | 32[illegible] | 3501 | 3855 | 4003 |
| REGION:Northeast | | | | |
| LOWER | [illegible]17 | [illegible]306 | [illegible]160 | 2679 |
| MEDIAN | [illegible]591 | 2801 | [illegible]086 | [illegible]261 |
| UPPER | [illegible]178 | 3840 | [illegible]343 | [illegible]513 |
| REGION:East North Central | | | | |
| LOWER | [illegible]028 | 2222 | [illegible] | [illegible]491 |
| MEDIAN | [illegible]028 | [illegible]762 | [illegible] | [illegible]046 |
| UPPER | [illegible]336 | [illegible]509 | [illegible] | [illegible]792 |
| REGION:South | | | | |
| LOWER | 1933 | 2008 | 2175 | [illegible]122 |
| MEDIAN | 2303 | 2485 | 2664 | [illegible]915 |
| UPPER | 2782 | [illegible]842 | 3520 | 3729 |
| REGION:Near West | | | | |
| LOWER | 1972 | 2049 | 2308 | [illegible]226 |
| MEDIAN | 2548 | 2647 | 2920 | [illegible]270 |
| UPPER | 3083 | 3283 | 3751 | [illegible]870 |
| REGION:Far West | | | | |
| LOWER | 2127 | 2361 | 2545 | 2760 |
| MEDIAN | 2688 | 3007 | 3231 | 3288 |
| UPPER | 3334 | 3725 | 4177 | 452[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 1549 | 1766 | 1901 | [illegible]946 |
| MEDIAN | 1887 | 2003 | 2224 | [illegible]247 |
| UPPER | 2227 | 2333 | 2510 | [illegible]7[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 1937 | 2017 | 2181 | 2379 |
| MEDIAN | 2214 | 2348 | 2558 | 2756 |
| UPPER | 2906 | 2920 | 3197 | [illegible]216 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 2039 | 2261 | 2417 | 2649 |
| MEDIAN | 2430 | 2667 | 2867 | 3256 |
| UPPER | 2990 | 3291 | 3653 | 3955 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 2360 | 2483 | 2753 | 2951 |
| MEDIAN | 2750 | 2962 | 3143 | 3363 |
| UPPER | 3261 | 3501 | 3773 | 4065 |
| BEDSIZE: > 399 | | | | |
| LOWER | 2780 | 2864 | 3127 | 3404 |
| MEDIAN | 3216 | 3606 | 3893 | 4231 |
| UPPER | 4190 | 4436 | 4795 | 5135 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 2101 | 2306 | 2417 | 2669 |
| N.E. / 100-199 MEDIAN | 2254 | 2295 | 2645 | 3014 |
| N.E. / 200-299 MEDIAN | 2550 | 2854 | 3031 | 3372 |
| N.E. / 300-399 MEDIAN | 2724 | 3026 | 3279 | 3227 |
| N.E. / > 399 MEDIAN | 3178 | 3620 | 3879 | 4642 |
| E.N.C./ < 100 MEDIAN | 1849 | 1985 | 2073 | 2470 |
| E.N.C./100-199 MEDIAN | 2159 | 2261 | 2442 | 2565 |
| E.N.C./200-299 MEDIAN | 2546 | 2929 | 3173 | 3347 |
| E.N.C./300-399 MEDIAN | 2780 | 2962 | 3220 | 3382 |
| E.N.C./ > 399 MEDIAN | 3464 | 3770 | 3949 | 4168 |
| SO. / < 100 MEDIAN | 1606 | 1785 | 1923 | 1919 |
| SO. / 100-199 MEDIAN | 1939 | 2013 | 2168 | 2370 |
| SO. / 200-299 MEDIAN | 2209 | 2445 | 2562 | 2737 |
| SO. / 300-399 MEDIAN | 2567 | 2549 | 2830 | 3166 |
| SO. / > 399 MEDIAN | 2567 | 2549 | 2830 | 3166 |
| N.W. / < 100 MEDIAN | 1412 | 1811 | 2065 | 2082 |
| N.W. / 100-199 MEDIAN | 2183 | 2356 | 2693 | 2714 |
| N.W. / 200-299 MEDIAN | 2245 | 2593 | 2822 | 2846 |
| N.W. / 300-399 MEDIAN | 2936 | 3206 | 3398 | 3713 |
| N.W. / > 399 MEDIAN | 3046 | 3329 | 3798 | 4200 |
| F.W. / < 100 MEDIAN | 2189 | 2333 | 2662 | 2804 |
| F.W. / 100-199 MEDIAN | 2690 | 2690 | 2937 | 3033 |
| F.W. / 200-299 MEDIAN | 2537 | 3153 | 3366 | 4128 |
| F.W. / 300-399 MEDIAN | 3282 | 3759 | 4119 | 5540 |
| F.W. / > 399 MEDIAN | 3302 | 3815 | 4149 | 4488 |

# 1984 - 1987 COMPARATIVE VALUES FOR COST PER DISCHARGE ADJ FOR CM $

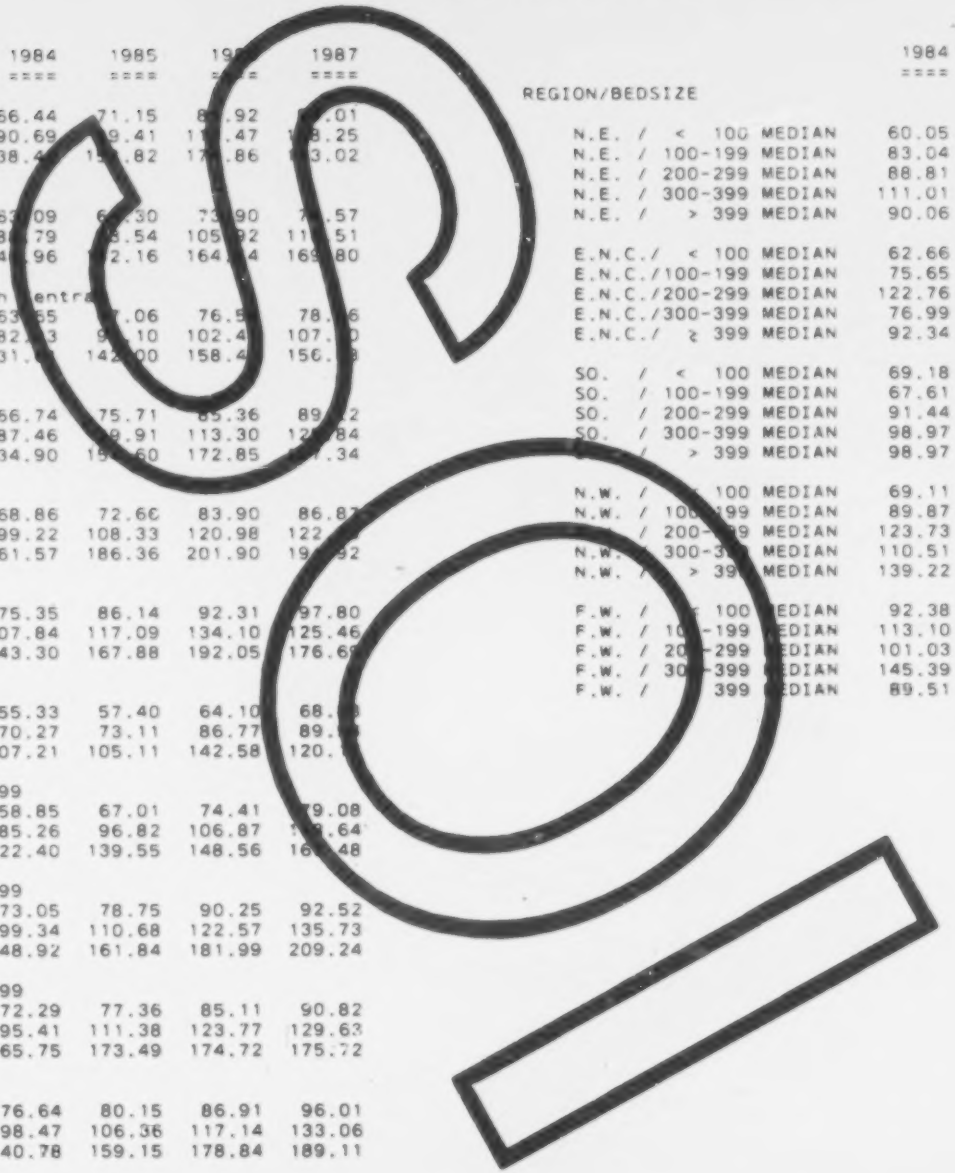
| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 1973 | 2077 | 2187 | 2314 |
| MEDIAN | 2350 | 2485 | 2658 | 2770 |
| UPPER | 2874 | 3073 | 3296 | 3490 |
| REGION:Northeast | | | | |
| LOWER | 2209 | 2243 | 2276 | 2409 |
| MEDIAN | 2571 | 2603 | 2761 | 2918 |
| UPPER | 2870 | 3003 | 3554 | 3918 |
| REGION:East North Central | | | | |
| LOWER | 2067 | 2134 | 2220 | 2283 |
| MEDIAN | 2506 | 2566 | 2699 | 2836 |
| UPPER | 3197 | 3223 | 3285 | 3444 |
| REGION:South | | | | |
| LOWER | 1734 | 1838 | 1980 | 2118 |
| MEDIAN | 2073 | 2252 | 2462 | 2571 |
| UPPER | 2637 | 2882 | 3160 | 3371 |
| REGION:Near West | | | | |
| LOWER | 1936 | 1874 | 2030 | 2120 |
| MEDIAN | 2322 | 2310 | 2525 | 2578 |
| UPPER | 2579 | 2895 | 3074 | 3184 |
| REGION:Far West | | | | |
| LOWER | 2091 | 2257 | 2542 | 2558 |
| MEDIAN | 2392 | 2650 | 2887 | 3097 |
| UPPER | 2806 | 3051 | 3452 | 3837 |
| BEDSIZE: < 100 | | | | |
| LOWER | 1577 | 1731 | 1870 | 1868 |
| MEDIAN | 1944 | 2011 | 2095 | 2332 |
| UPPER | 2197 | 2293 | 2540 | 2701 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 1917 | 1901 | 1983 | 2200 |
| MEDIAN | 2210 | 2239 | 2333 | 2485 |
| UPPER | 2696 | 2719 | 2858 | 3137 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 1946 | 2111 | 2259 | 2344 |
| MEDIAN | 2239 | 2486 | 2566 | 2777 |
| UPPER | 2790 | 2939 | 3261 | 3559 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 2112 | 2180 | 2450 | 2581 |
| MEDIAN | 2447 | 2637 | 2833 | 3051 |
| UPPER | 3058 | 3336 | 3485 | 3807 |
| BEDSIZE: > 399 | | | | |
| LOWER | 2342 | 2484 | 2710 | 2840 |
| MEDIAN | 2762 | 2954 | 3116 | 3434 |
| UPPER | 3454 | 3658 | 3941 | 4336 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 2153 | 2275 | 2335 | 2547 |
| N.E. / 100-199 MEDIAN | 2251 | 2317 | 2310 | 2612 |
| N.E. / 200-299 MEDIAN | 2400 | 2670 | 2622 | 3020 |
| N.E. / 300-399 MEDIAN | 2564 | 3058 | 3441 | 3051 |
| N.E. / > 399 MEDIAN | 2720 | 3057 | 3217 | 3966 |
| E.N.C./ < 100 MEDIAN | 2056 | 2098 | 2062 | 2414 |
| E.N.C./100-199 MEDIAN | 2121 | 2223 | 2364 | 2476 |
| E.N.C./200-299 MEDIAN | 2579 | 2666 | 2792 | 2913 |
| E.N.C./300-399 MEDIAN | 2365 | 2597 | 2888 | 2969 |
| E.N.C./ > 399 MEDIAN | 3263 | 3193 | 3211 | 3442 |
| SO. / < 100 MEDIAN | 1798 | 1787 | 2091 | 1903 |
| SO. / 100-199 MEDIAN | 1723 | 1835 | 1955 | 2206 |
| SO. / 200-299 MEDIAN | 2013 | 2174 | 2317 | 2456 |
| SO. / 300-399 MEDIAN | 2387 | 2301 | 2524 | 2772 |
| SO. / > 399 MEDIAN | 2387 | 2301 | 2524 | 2772 |
| N.W. / < 100 MEDIAN | 1484 | 1692 | 1942 | 2005 |
| N.W. / 100-199 MEDIAN | 2291 | 2162 | 2233 | 2467 |
| N.W. / 200-299 MEDIAN | 2070 | 2115 | 2447 | 2434 |
| N.W. / 300-399 MEDIAN | 2423 | 2717 | 2833 | 2999 |
| N.W. / > 399 MEDIAN | 2432 | 2803 | 3074 | 3203 |
| F.W. / < 100 MEDIAN | 2161 | 2221 | 2615 | 2765 |
| F.W. / 100-199 MEDIAN | 2509 | 2714 | 2818 | 2722 |
| F.W. / 200-299 MEDIAN | 2233 | 2579 | 2810 | 3307 |
| F.W. / 300-399 MEDIAN | 3193 | 3716 | 4017 | 3815 |
| F.W. / > 399 MEDIAN | 2567 | 2843 | 2915 | 4079 |

# 1984 - 1987 COMPARATIVE VALUES FOR COST PER VISIT $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 66.44 | 71.15 | 8[illegible].92 | [illegible].01 |
| MEDIAN | 90.69 | [illegible]9.41 | 1[illegible].47 | [illegible]8.25 |
| UPPER | 138.4[illegible] | 1[illegible].82 | 17[illegible].86 | [illegible]3.02 |
| REGION:Northeast | | | | |
| LOWER | 6[illegible]09 | 6[illegible].30 | 7[illegible]90 | [illegible].57 |
| MEDIAN | 8[illegible]79 | [illegible]3.54 | 105.92 | 11[illegible].51 |
| UPPER | 14[illegible]96 | [illegible]2.16 | 164.[illegible]4 | 169.80 |
| REGION:East North Centra[illegible] | | | | |
| LOWER | 6[illegible]55 | [illegible].06 | 76.5[illegible] | 78.[illegible]6 |
| MEDIAN | 82.[illegible]3 | 9[illegible].10 | 102.4[illegible] | 107.[illegible]0 |
| UPPER | 131.[illegible] | 142.00 | 158.4[illegible] | 156.[illegible] |
| REGION:South | | | | |
| LOWER | 66.74 | 75.71 | 85.36 | 89.[illegible]2 |
| MEDIAN | 87.46 | [illegible]8.91 | 113.30 | 12[illegible].84 |
| UPPER | 134.90 | 15[illegible].60 | 172.85 | [illegible]7.34 |
| REGION:Near West | | | | |
| LOWER | 68.86 | 72.60 | 83.90 | 86.8[illegible] |
| MEDIAN | 99.22 | 108.33 | 120.98 | 122.[illegible] |
| UPPER | 161.57 | 186.36 | 201.90 | 19[illegible].92 |
| REGION:Far West | | | | |
| LOWER | 75.35 | 86.14 | 92.31 | 97.80 |
| MEDIAN | 107.84 | 117.09 | 134.10 | 125.46 |
| UPPER | 143.30 | 167.88 | 192.05 | 176.6[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 55.33 | 57.40 | 64.10 | 68.[illegible] |
| MEDIAN | 70.27 | 73.11 | 86.77 | 89.[illegible] |
| UPPER | 107.21 | 105.11 | 142.58 | 120.[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 58.85 | 67.01 | 74.41 | 79.08 |
| MEDIAN | 85.26 | 96.82 | 106.87 | [illegible].64 |
| UPPER | 122.40 | 139.55 | 148.56 | 16[illegible].48 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 73.05 | 78.75 | 90.25 | 92.52 |
| MEDIAN | 99.34 | 110.68 | 122.57 | 135.73 |
| UPPER | 148.92 | 161.84 | 181.99 | 209.24 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 72.29 | 77.36 | 85.11 | 90.82 |
| MEDIAN | 95.41 | 111.38 | 123.77 | 129.63 |
| UPPER | 165.75 | 173.49 | 174.72 | 175.72 |
| BEDSIZE: > 399 | | | | |
| LOWER | 76.64 | 80.15 | 86.91 | 96.01 |
| MEDIAN | 98.47 | 106.36 | 117.14 | 133.06 |
| UPPER | 140.78 | 159.15 | 178.84 | 189.11 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 60.05 | 65.98 | 85.97 | 81.73 |
| N.E. / 100-199 MEDIAN | 83.04 | 85.71 | 93.61 | 93.53 |
| N.E. / 200-299 MEDIAN | 88.81 | 94.91 | 109.16 | 128.20 |
| N.E. / 300-399 MEDIAN | 111.01 | 91.86 | 111.01 | 134.21 |
| N.E. / > 399 MEDIAN | 90.06 | 95.53 | 113.26 | 119.08 |
| E.N.C./ < 100 MEDIAN | 62.66 | 68.96 | 76.69 | 85.53 |
| E.N.C./100-199 MEDIAN | 75.65 | 86.38 | 94.83 | 105.29 |
| E.N.C./200-299 MEDIAN | 122.76 | 133.38 | 139.67 | 126.55 |
| E.N.C./300-399 MEDIAN | 76.99 | 94.74 | 109.39 | 107.10 |
| E.N.C./ ≥ 399 MEDIAN | 92.34 | 94.14 | 104.81 | 124.11 |
| SO. / < 100 MEDIAN | 69.18 | 72.20 | 85.01 | 86.71 |
| SO. / 100-199 MEDIAN | 67.61 | 85.85 | 99.45 | 109.21 |
| SO. / 200-299 MEDIAN | 91.44 | 95.52 | 112.51 | 123.32 |
| SO. / 300-399 MEDIAN | 98.97 | 111.75 | 128.41 | 132.13 |
| / > 399 MEDIAN | 98.97 | 111.75 | 128.41 | 132.13 |
| N.W. / [illegible] 100 MEDIAN | 69.11 | 70.79 | 84.83 | 91.97 |
| N.W. / 100-[illegible]99 MEDIAN | 89.87 | 103.44 | 114.37 | 127.90 |
| N.W. / 200-[illegible]99 MEDIAN | 123.73 | 167.70 | 175.72 | 165.26 |
| N.W. / 300-3[illegible] MEDIAN | 110.51 | 135.30 | 139.90 | 125.94 |
| N.W. / > 39[illegible] MEDIAN | 139.22 | 123.31 | 151.39 | 144.95 |
| F.W. / [illegible] 100 [illegible]EDIAN | 92.38 | 97.66 | 112.01 | 97.52 |
| F.W. / 10[illegible]-199 [illegible]EDIAN | 113.10 | 121.78 | 137.74 | 136.85 |
| F.W. / 20[illegible]-299 [illegible]EDIAN | 101.03 | 112.44 | 145.81 | 173.41 |
| F.W. / 30[illegible]-399 [illegible]EDIAN | 145.39 | 173.28 | 146.42 | 126.86 |
| F.W. / [illegible] 399 [illegible]EDIAN | 89.51 | 105.55 | 126.51 | 125.48 |



# 1984 - 1987 COMPARATIVE VALUES FOR ALL PATIENT CASE MIX INDEX

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 0.9548 | 1.0161 | 1.0100 | 1.0114 |
| MEDIAN | 1.0700 | 1.1111 | 1.1500 | 1.1294 |
| UPPER | 1.2500 | 1.1952 | 1.2159 | 1.2157 |
| REGION:Northeast | | | | |
| LOWER | 0.9815 | 1.0010 | 1.0399 | 1.0217 |
| MEDIAN | 1.0953 | 1.1047 | 1.1371 | 1.1392 |
| UPPER | 1.1593 | 1.1825 | 1.2054 | 1.1992 |
| REGION:East North Central | | | | |
| LOWER | 0.9913 | 1.0302 | 1.0299 | 1.0442 |
| MEDIAN | 1.0700 | 1.1075 | 1.1168 | 1.1219 |
| UPPER | 1.1403 | 1.1926 | 1.1994 | 1.2008 |
| REGION:South | | | | |
| LOWER | 0.9519 | 1.0234 | 1.0376 | 1.0048 |
| MEDIAN | 1.0540 | 1.1130 | 1.1253 | 1.1285 |
| UPPER | 1.1300 | 1.2001 | 1.2144 | 1.2185 |
| REGION:Near West | | | | |
| LOWER | 0.9986 | 1.0175 | 1.0466 | 1.0417 |
| MEDIAN | 1.1050 | 1.1281 | 1.1586 | 1.1477 |
| UPPER | 1.2124 | 1.2522 | 1.2684 | 1.2629 |
| REGION:Far West | | | | |
| LOWER | 0.9395 | 0.9549 | 0.9520 | 0.9449 |
| MEDIAN | 1.0672 | 1.1160 | 1.1359 | 1.1400 |
| UPPER | 1.1571 | 1.2308 | 1.2538 | 1.2634 |
| BEDSIZE: < 100 | | | | |
| LOWER | 0.9357 | 0.9424 | 0.9444 | 0.9102 |
| MEDIAN | 0.9904 | 1.0118 | 1.0161 | 1.0060 |
| UPPER | 1.0500 | 1.0811 | 1.1118 | 1.1074 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 0.9495 | 0.9964 | 1.0057 | 0.9829 |
| MEDIAN | 1.0295 | 1.0600 | 1.0866 | 1.0977 |
| UPPER | 1.0896 | 1.1297 | 1.1505 | 1.1637 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 1.0050 | 1.0523 | 1.0718 | 1.0973 |
| MEDIAN | 1.0911 | 1.1179 | 1.1348 | 1.1502 |
| UPPER | 1.1550 | 1.1803 | 1.2031 | 1.2176 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 0.9910 | 1.0568 | 1.0537 | 1.0132 |
| MEDIAN | 1.0835 | 1.1380 | 1.1572 | 1.1627 |
| UPPER | 1.1650 | 1.1976 | 1.2133 | 1.2291 |
| BEDSIZE: > 399 | | | | |
| LOWER | 1.0663 | 1.0893 | 1.1166 | 1.0857 |
| MEDIAN | 1.1587 | 1.1902 | 1.2136 | 1.2073 |
| UPPER | 1.2800 | 1.3201 | 1.3661 | 1.3637 |

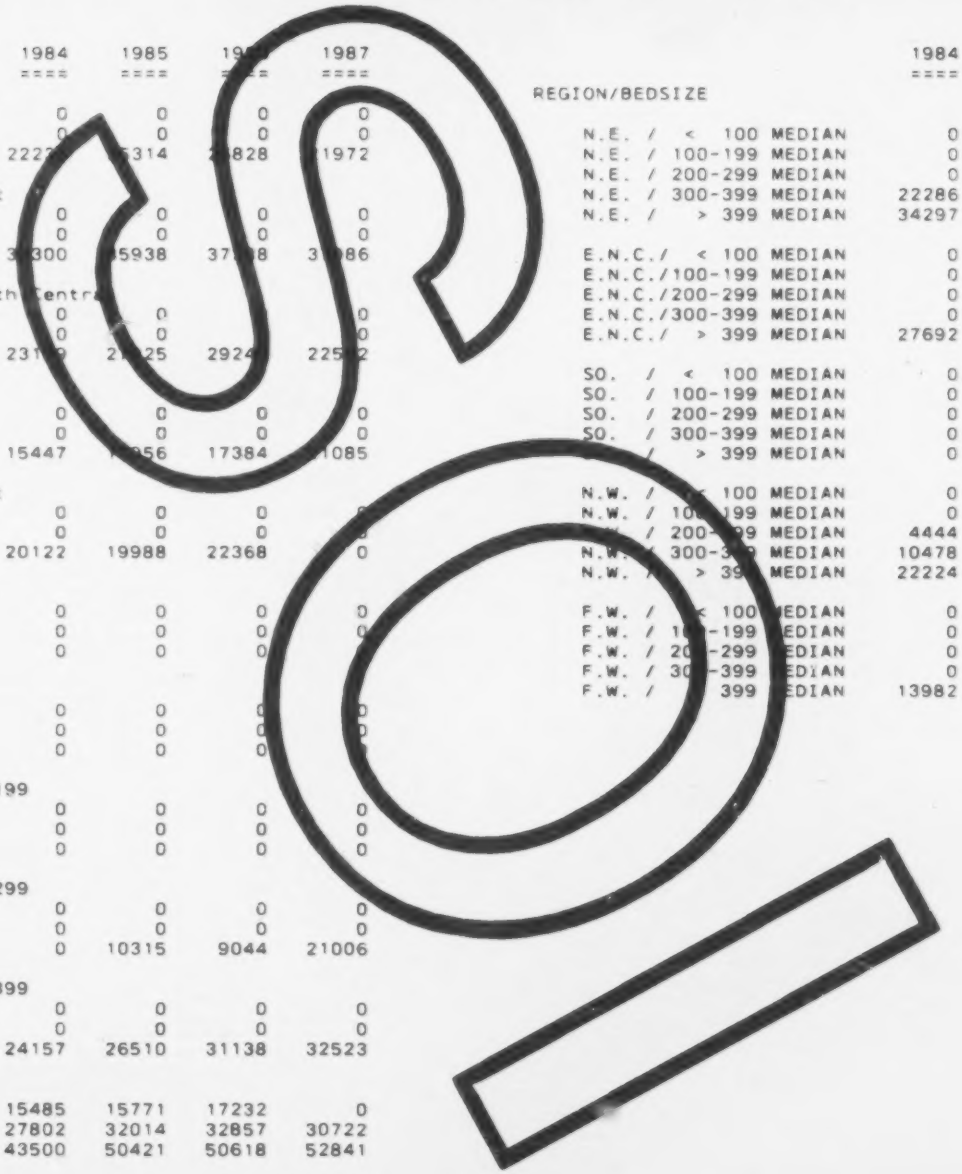
| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 0.9563 | 0.9601 | 0.9957 | 1.0196 |
| N.E. / 100-199 MEDIAN | 1.0249 | 1.0271 | 1.0612 | 1.1000 |
| N.E. / 200-299 MEDIAN | 1.0861 | 1.1118 | 1.1396 | 1.1483 |
| N.E. / 300-399 MEDIAN | 1.0673 | 1.1200 | 1.1600 | 1.1564 |
| N.E. / > 399 MEDIAN | 1.1500 | 1.1650 | 1.2099 | 1.1942 |
| E.N.C./ < 100 MEDIAN | 0.9815 | 1.0300 | 1.0299 | 1.0500 |
| E.N.C./100-199 MEDIAN | 1.0295 | 1.0580 | 1.0754 | 1.0938 |
| E.N.C./200-299 MEDIAN | 1.0939 | 1.1134 | 1.1239 | 1.1443 |
| E.N.C./300-399 MEDIAN | 1.0900 | 1.1624 | 1.1600 | 1.1800 |
| E.N.C./ > 399 MEDIAN | 1.1148 | 1.1881 | 1.2100 | 1.2030 |
| SO. / < 100 MEDIAN | 0.9720 | 0.9762 | 0.9656 | 0.9774 |
| SO. / 100-199 MEDIAN | 1.0161 | 1.0415 | 1.0500 | 1.0600 |
| SO. / 200-299 MEDIAN | 1.0930 | 1.1140 | 1.1157 | 1.1478 |
| / 300-399 MEDIAN | 1.0028 | 1.1110 | 1.1457 | 1.1473 |
| SO. / > 399 MEDIAN | 1.0028 | 1.1110 | 1.1457 | 1.1473 |
| N.W. / < 100 MEDIAN | 1.0100 | 1.0500 | 1.0466 | 1.0672 |
| N.W. / 100-199 MEDIAN | 1.0333 | 1.1041 | 1.1540 | 1.1160 |
| N.W. / 200-299 MEDIAN | 1.0750 | 1.1200 | 1.1586 | 1.2033 |
| N.W. / 300-399 MEDIAN | 1.2045 | 1.1457 | 1.2000 | 1.2205 |
| N.W. / > 399 MEDIAN | 1.1900 | 1.2128 | 1.2731 | 1.3150 |
| F.W. / < 100 MEDIAN | 1.0449 | 1.0800 | 1.0895 | 0.9449 |
| F.W. / 100-199 MEDIAN | 1.0622 | 1.1030 | 1.1203 | 1.1400 |
| F.W. / 200-299 MEDIAN | 1.1645 | 1.2107 | 1.2214 | 1.2200 |
| F.W. / 300-399 MEDIAN | 0.9469 | 1.0881 | 1.0395 | 1.3725 |
| F.W. / > 399 MEDIAN | 1.2473 | 1.2697 | 1.3548 | 1.2886 |

SOI

# 1984 - 1987 COMPARATIVE VALUES FOR INTERN AND RESIDENT COST PER FTE $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 0 | 0 | 0 | 0 |
| MEDIAN | 0 | 0 | 0 | 0 |
| UPPER | 22[illegible] | [illegible]314 | [illegible]828 | [illegible]1972 |
| REGION:Northeast | | | | |
| LOWER | 0 | 0 | 0 | 0 |
| MEDIAN | 0 | 0 | 0 | 0 |
| UPPER | 3[illegible]300 | [illegible]5938 | 37[illegible]8 | 3[illegible]086 |
| REGION:East North Centra[illegible] | | | | |
| LOWER | 0 | 0 | [illegible] | 0 |
| MEDIAN | 0 | 0 | [illegible] | 0 |
| UPPER | 23[illegible]9 | 2[illegible]25 | 2924[illegible] | 225[illegible]2 |
| REGION:South | | | | |
| LOWER | 0 | 0 | 0 | 0 |
| MEDIAN | 0 | 0 | 0 | 0 |
| UPPER | 15447 | [illegible]956 | 17384 | [illegible]1085 |
| REGION:Near West | | | | |
| LOWER | 0 | 0 | 0 | 0 |
| MEDIAN | 0 | 0 | 0 | 0 |
| UPPER | 20122 | 19988 | 22368 | 0 |
| REGION:Far West | | | | |
| LOWER | 0 | 0 | 0 | 0 |
| MEDIAN | 0 | 0 | 0 | 0 |
| UPPER | 0 | 0 | 0 | 0 |
| BEDSIZE: < 100 | | | | |
| LOWER | 0 | 0 | 0 | 0 |
| MEDIAN | 0 | 0 | 0 | 0 |
| UPPER | 0 | 0 | 0 | 0 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 0 | 0 | 0 | 0 |
| MEDIAN | 0 | 0 | 0 | 0 |
| UPPER | 0 | 0 | 0 | 0 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 0 | 0 | 0 | 0 |
| MEDIAN | 0 | 0 | 0 | 0 |
| UPPER | 0 | 10315 | 9044 | 21006 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 0 | 0 | 0 | 0 |
| MEDIAN | 0 | 0 | 0 | 0 |
| UPPER | 24157 | 26510 | 31138 | 32523 |
| BEDSIZE: > 399 | | | | |
| LOWER | 15485 | 15771 | 17232 | 0 |
| MEDIAN | 27802 | 32014 | 32857 | 30722 |
| UPPER | 43500 | 50421 | 50618 | 52841 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 0 | 0 | 0 | 0 |
| N.E. / 100-199 MEDIAN | 0 | 0 | 0 | 0 |
| N.E. / 200-299 MEDIAN | 0 | 0 | 0 | 0 |
| N.E. / 300-399 MEDIAN | 22286 | 23119 | 26490 | 26426 |
| N.E. / > 399 MEDIAN | 34297 | 41531 | 45211 | 46530 |
| E.N.C./ < 100 MEDIAN | 0 | 0 | 0 | 0 |
| E.N.C./100-199 MEDIAN | 0 | 0 | 0 | 0 |
| E.N.C./200-299 MEDIAN | 0 | 0 | 0 | 0 |
| E.N.C./300-399 MEDIAN | 0 | 0 | 0 | 0 |
| E.N.C./ > 399 MEDIAN | 27692 | 34989 | 39073 | 34281 |
| SO. / < 100 MEDIAN | 0 | 0 | 0 | 0 |
| SO. / 100-199 MEDIAN | 0 | 0 | 0 | 0 |
| SO. / 200-299 MEDIAN | 0 | 0 | 0 | 0 |
| SO. / 300-399 MEDIAN | 0 | 0 | 0 | 0 |
| [illegible] / > 399 MEDIAN | 0 | 0 | 0 | 0 |
| N.W. / [illegible] 100 MEDIAN | 0 | 0 | 0 | 0 |
| N.W. / 10[illegible]199 MEDIAN | 0 | 0 | 0 | 0 |
| [illegible] / 200-[illegible]99 MEDIAN | 4444 | 0 | 0 | 0 |
| N.W. / 300-3[illegible] MEDIAN | 10478 | 8831 | 10387 | 0 |
| N.W. / > 39[illegible] MEDIAN | 22224 | 29000 | 24098 | 16505 |
| F.W. / [illegible] < 100 MEDIAN | 0 | 0 | 0 | 0 |
| F.W. / 1[illegible]-199 EDIAN | 0 | 0 | 0 | 0 |
| F.W. / 20[illegible]-299 EDIAN | 0 | 0 | 0 | 0 |
| F.W. / 30[illegible]-399 EDIAN | 0 | 19413 | 10563 | 26747 |
| F.W. / [illegible] 399 EDIAN | 13982 | 27115 | 32604 | 35118 |



# 1984 - 1987 COMPARATIVE VALUES FOR FTE'S PER OCCUPIED BED

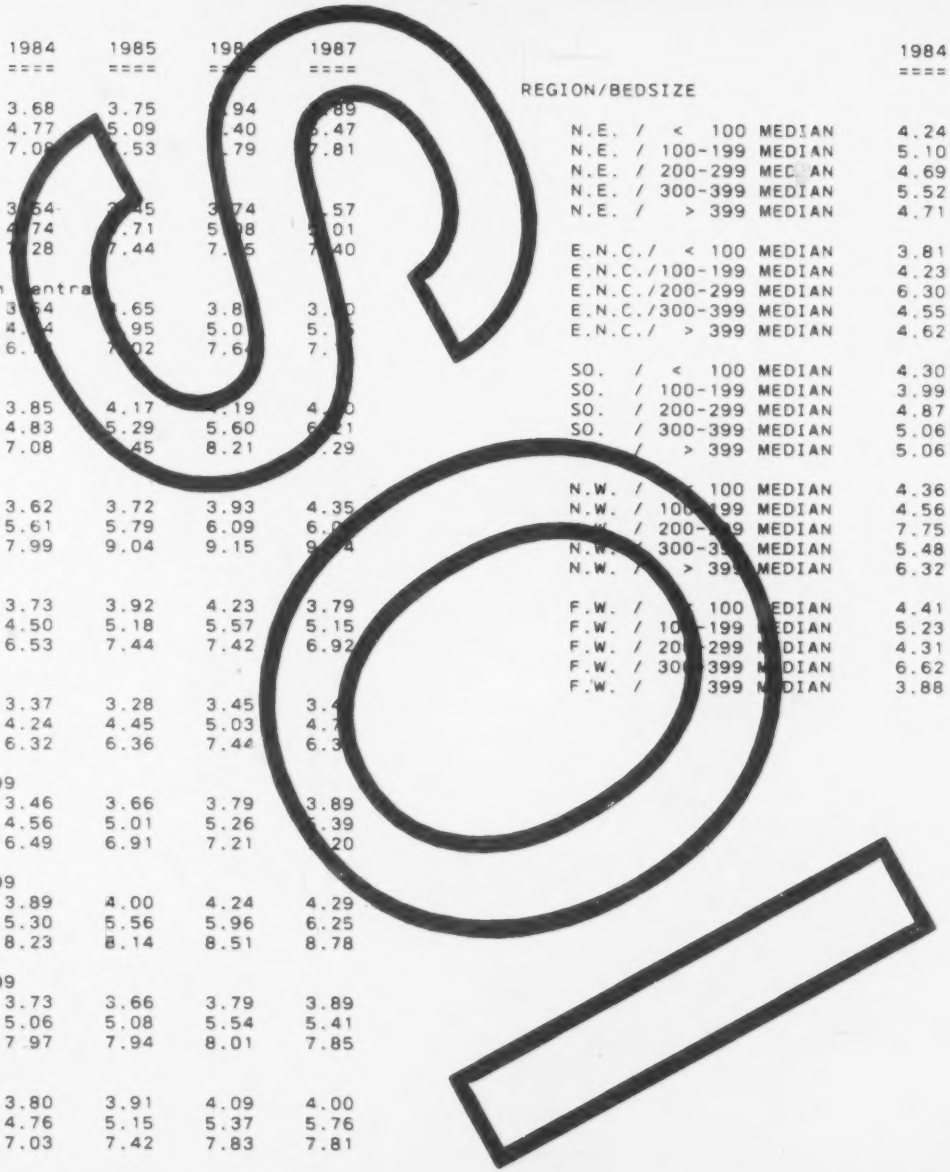
| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 3.41 | 3.57 | 3.64 | 3.72 |
| MEDIAN | 3.85 | 4.01 | 4.05 | 4.23 |
| UPPER | 4.37 | 4.46 | 4.52 | 4.82 |
| REGION:Northeast | | | | |
| LOWER | 3.03 | 3.21 | 3.2[illegible] | 3.[illegible] |
| MEDIAN | 3.[illegible]5 | 3.63 | 3.6[illegible] | 3.[illegible] |
| UPPER | 3.[illegible] | 4.14 | 4.2[illegible] | 4.[illegible] |
| REGION:East North Central | | | | |
| LOWER | 3.54 | 3.80 | 3.81 | 3.[illegible]7 |
| MEDIAN | 3.87 | 4.10 | 4.17 | 4.[illegible]2 |
| UPPER | 4.31 | 4.[illegible]5 | 4.55 | 4.91 |
| REGION:South | | | | |
| LOWER | 3.43 | 3.53 | 3.55 | 3.56 |
| MEDIAN | 3.85 | 3.86 | 3.88 | 3.[illegible] |
| UPPER | 4.17 | 4.22 | 4.30 | 4.[illegible]5 |
| REGION:Near West | | | | |
| LOWER | 3.67 | 3.74 | 3.77 | 3.83 |
| MEDIAN | 4.03 | 4.09 | 4.16 | 4.36 |
| UPPER | 4.48 | 4.55 | 4.74 | 4.96 |
| REGION:Far West | | | | |
| LOWER | 4.00 | 4.11 | 4.19 | 4.3[illegible] |
| MEDIAN | 4.38 | 4.51 | 4.49 | 4.7[illegible] |
| UPPER | 4.94 | 5.09 | 5.02 | 5.3[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 3.47 | 3.80 | 3.78 | 3.74 |
| MEDIAN | 4.06 | 4.22 | 4.33 | 4.32 |
| UPPER | 4.56 | 4.58 | 4.84 | 4.93 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 3.40 | 3.48 | 3.56 | 3.64 |
| MEDIAN | 3.82 | 3.94 | 3.91 | 4.16 |
| UPPER | 4.29 | 4.33 | 4.36 | 4.67 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 3.30 | 3.50 | 3.54 | 3.64 |
| MEDIAN | 3.71 | 3.92 | 3.93 | 4.05 |
| UPPER | 4.01 | 4.20 | 4.34 | 4.51 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 3.34 | 3.53 | 3.56 | 3.61 |
| MEDIAN | 3.75 | 3.91 | 3.94 | 3.94 |
| UPPER | 4.17 | 4.30 | 4.33 | 4.58 |
| BEDSIZE: > 399 | | | | |
| LOWER | 3.63 | 3.76 | 3.89 | 4.06 |
| MEDIAN | 4.04 | 4.18 | 4.29 | 4.45 |
| UPPER | 4.63 | 4.77 | 4.98 | 5.21 |

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| EGION/BEDSIZE | | | | |
| N.E. / < 100 MEDIAN | 4.21 | 4.38 | 4.38 | 3.87 |
| N.E. / 100-199 MEDIAN | 3.31 | 3.35 | 3.32 | 3.41 |
| N.E. / 200-299 MEDIAN | 3.30 | 3.60 | 3.65 | 3.71 |
| N.E. / 300-399 MEDIAN | 3.50 | 3.80 | 3.87 | 3.89 |
| N.E. / > 399 MEDIAN | 3.60 | 3.92 | 4.06 | 4.29 |
| E.N.C./ < 100 MEDIAN | 3.67 | 3.96 | 4.07 | 4.32 |
| E.N.C./100-199 MEDIAN | 3.82 | 4.01 | 4.03 | 4.24 |
| E.N.C./200-299 MEDIAN | 3.85 | 4.11 | 4.19 | 4.33 |
| E.N.C./300-399 MEDIAN | 3.79 | 4.05 | 4.14 | 4.34 |
| E.N.C./ > 399 MEDIAN | 4.29 | 4.38 | 4.41 | 4.47 |
| SO. / < 100 MEDIAN | 4.09 | 3.99 | 4.00 | 3.91 |
| SO. / 100-199 MEDIAN | 3.52 | 3.73 | 3.75 | 3.76 |
| SO. / 200-299 MEDIAN | 3.82 | 3.81 | 3.86 | 3.85 |
| SO. / 300-399 MEDIAN | 3.60 | 3.60 | 3.67 | 3.72 |
| SO. / > 399 MEDIAN | 3.60 | 3.60 | 3.67 | 3.72 |
| N.W. / < 100 MEDIAN | 3.93 | 4.24 | 4.38 | 4.48 |
| N.W. / 100-199 MEDIAN | 4.24 | 4.12 | 4.16 | 4.26 |
| N.W. / 200-299 MEDIAN | 3.61 | 3.95 | 3.96 | 4.22 |
| N.W. / 300-399 MEDIAN | 3.89 | 3.99 | 3.77 | 4.17 |
| N.W. / > 399 MEDIAN | 4.07 | 4.05 | 4.19 | 4.49 |
| F.W. / < 100 MEDIAN | 4.82 | 4.58 | 4.91 | 5.28 |
| F.W. / 100-199 MEDIAN | 4.34 | 4.37 | 4.48 | 4.62 |
| F.W. / 200-299 MEDIAN | 4.05 | 4.17 | 4.26 | 4.32 |
| F.W. / 300-399 MEDIAN | 4.41 | 4.54 | 4.49 | 5.34 |
| F.W. / > 399 MEDIAN | 4.66 | 4.81 | 5.17 | 5.21 |

# 1984 - 1987 COMPARATIVE VALUES FOR OUTPATIENT MANHOURS PER VISIT

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 3.68 | 3.75 | 3.94 | 3.89 |
| MEDIAN | 4.77 | 5.09 | 5.40 | 5.47 |
| UPPER | 7.08 | 7.53 | 7.79 | 7.81 |
| REGION:Northeast | | | | |
| LOWER | 3.64 | 3.45 | 3.74 | 3.57 |
| MEDIAN | 4.74 | 4.71 | 5.08 | 5.01 |
| UPPER | 7.28 | 7.44 | 7.45 | 7.40 |
| REGION:East North Central | | | | |
| LOWER | 3.54 | 3.65 | 3.8 | 3.70 |
| MEDIAN | 4.64 | 4.95 | 5.0 | 5.3 |
| UPPER | 6.1 | 7.02 | 7.64 | 7. |
| REGION:South | | | | |
| LOWER | 3.85 | 4.17 | 4.19 | 4.20 |
| MEDIAN | 4.83 | 5.29 | 5.60 | 6.21 |
| UPPER | 7.08 | 8.45 | 8.21 | 8.29 |
| REGION:Near West | | | | |
| LOWER | 3.62 | 3.72 | 3.93 | 4.35 |
| MEDIAN | 5.61 | 5.79 | 6.09 | 6.0 |
| UPPER | 7.99 | 9.04 | 9.15 | 9.4 |
| REGION:Far West | | | | |
| LOWER | 3.73 | 3.92 | 4.23 | 3.79 |
| MEDIAN | 4.50 | 5.18 | 5.57 | 5.15 |
| UPPER | 6.53 | 7.44 | 7.42 | 6.92 |
| BEDSIZE: < 100 | | | | |
| LOWER | 3.37 | 3.28 | 3.45 | 3.4 |
| MEDIAN | 4.24 | 4.45 | 5.03 | 4.7 |
| UPPER | 6.32 | 6.36 | 7.44 | 6.3 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 3.46 | 3.66 | 3.79 | 3.89 |
| MEDIAN | 4.56 | 5.01 | 5.26 | 5.39 |
| UPPER | 6.49 | 6.91 | 7.21 | 7.20 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 3.89 | 4.00 | 4.24 | 4.29 |
| MEDIAN | 5.30 | 5.56 | 5.96 | 6.25 |
| UPPER | 8.23 | 8.14 | 8.51 | 8.78 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 3.73 | 3.66 | 3.79 | 3.89 |
| MEDIAN | 5.06 | 5.08 | 5.54 | 5.41 |
| UPPER | 7.97 | 7.94 | 8.01 | 7.85 |
| BEDSIZE: > 399 | | | | |
| LOWER | 3.80 | 3.91 | 4.09 | 4.00 |
| MEDIAN | 4.76 | 5.15 | 5.37 | 5.76 |
| UPPER | 7.03 | 7.42 | 7.83 | 7.81 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 4.24 | 4.39 | 5.52 | 4.16 |
| N.E. / 100-199 MEDIAN | 5.10 | 5.03 | 5.01 | 4.44 |
| N.E. / 200-299 MEDIAN | 4.69 | 5.03 | 5.21 | 5.60 |
| N.E. / 300-399 MEDIAN | 5.52 | 4.37 | 4.73 | 4.95 |
| N.E. / > 399 MEDIAN | 4.71 | 4.64 | 5.41 | 4.98 |
| E.N.C./ < 100 MEDIAN | 3.81 | 3.69 | 4.07 | 4.73 |
| E.N.C./100-199 MEDIAN | 4.23 | 4.49 | 4.96 | 4.75 |
| E.N.C./200-299 MEDIAN | 6.30 | 6.91 | 7.34 | 6.03 |
| E.N.C./300-399 MEDIAN | 4.55 | 5.11 | 5.37 | 5.30 |
| E.N.C./ > 399 MEDIAN | 4.62 | 4.89 | 4.76 | 5.33 |
| SO. / < 100 MEDIAN | 4.30 | 4.68 | 5.59 | 4.91 |
| SO. / 100-199 MEDIAN | 3.99 | 4.98 | 5.26 | 5.70 |
| SO. / 200-299 MEDIAN | 4.87 | 5.01 | 5.45 | 6.25 |
| SO. / 300-399 MEDIAN | 5.06 | 5.62 | 5.86 | 5.94 |
| / > 399 MEDIAN | 5.06 | 5.62 | 5.86 | 5.94 |
| N.W. / < 100 MEDIAN | 4.36 | 4.39 | 5.35 | 5.24 |
| N.W. / 100-199 MEDIAN | 4.56 | 5.77 | 5.41 | 5.84 |
| N.W. / 200-299 MEDIAN | 7.75 | 8.80 | 9.15 | 8.15 |
| N.W. / 300-399 MEDIAN | 5.48 | 6.23 | 6.09 | 6.06 |
| N.W. / > 399 MEDIAN | 6.32 | 5.79 | 6.55 | 6.49 |
| F.W. / < 100 MEDIAN | 4.41 | 4.62 | 5.85 | 4.33 |
| F.W. / 100-199 MEDIAN | 5.23 | 5.10 | 5.71 | 5.58 |
| F.W. / 200-299 MEDIAN | 4.31 | 5.88 | 6.27 | 6.33 |
| F.W. / 300-399 MEDIAN | 6.62 | 6.89 | 5.77 | 4.54 |
| F.W. / > 399 MEDIAN | 3.88 | 4.32 | 4.40 | 4.05 |



# 1984 - 1987 COMPARATIVE VALUES FOR INPAT MANHR PER DISCHARGE ADJ/CM

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 111.34 | 109.57 | 109.16 | 111.05 |
| MEDIAN | 129.68 | 126.82 | 127.86 | 129.46 |
| UPPER | 151.00 | 151.91 | 152.84 | 156.91 |
| REGION:Northeast | | | | |
| LOWER | 115.76 | 113.54 | 115.46 | 116.68 |
| MEDIAN | 134.26 | 130.92 | 133.01 | 137.[illegible] |
| UPPER | 159.[illegible] | 167.73 | 162.78 | 167.[illegible] |
| REGION:East North Central | | | | |
| LOWER | 116.71 | 114.81 | 112.51 | 113.[illegible]8 |
| MEDIAN | 135.94 | 129.21 | 127.95 | 130.25 |
| UPPER | 159.71 | 150.07 | 150.48 | 150.04 |
| REGION:South | | | | |
| LOWER | 111.39 | 108.98 | 109.37 | 108.72 |
| MEDIAN | 129.56 | 124.16 | 126.60 | 127.[illegible] |
| UPPER | 149.57 | 149.35 | 151.54 | 151.26 |
| REGION:Near West | | | | |
| LOWER | 101.92 | 102.40 | 103.81 | 103.90 |
| MEDIAN | 122.48 | 119.96 | 121.42 | 122.67 |
| UPPER | 146.29 | 137.61 | 147.30 | 153.71 |
| REGION:Far West | | | | |
| LOWER | 100.94 | 104.24 | 102.02 | 106.[illegible] |
| MEDIAN | 115.28 | 117.98 | 113.88 | 121.[illegible] |
| UPPER | 134.31 | 134.43 | 137.67 | 140.[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 100.65 | 101.23 | 103.09 | 99.71 |
| MEDIAN | 116.61 | 116.69 | 119.20 | 115.55 |
| UPPER | 134.55 | 130.47 | 140.68 | 141.46 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 108.47 | 103.22 | 98.77 | 103.30 |
| MEDIAN | 126.66 | 118.61 | 115.01 | 117.85 |
| UPPER | 145.99 | 135.51 | 130.66 | 143.22 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 109.15 | 108.95 | 108.72 | 110.46 |
| MEDIAN | 125.19 | 126.84 | 125.75 | 129.21 |
| UPPER | 153.25 | 151.08 | 150.22 | 156.28 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 114.28 | 111.03 | 115.46 | 117.11 |
| MEDIAN | 128.39 | 128.55 | 129.47 | 132.78 |
| UPPER | 150.18 | 155.70 | 153.95 | 158.14 |
| BEDSIZE: > 399 | | | | |
| LOWER | 127.06 | 124.84 | 124.27 | 127.73 |
| MEDIAN | 144.06 | 142.23 | 146.77 | 146.98 |
| UPPER | 175.29 | 175.06 | 173.44 | 175.68 |

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| EGION/BEDSIZE | | | | |
| N.E. / < 100 MEDIAN | 136.23 | 131.84 | 131.42 | 119.50 |
| N.E. / 100-199 MEDIAN | 127.13 | 124.08 | 116.27 | 133.64 |
| N.E. / 200-299 MEDIAN | 134.56 | 135.97 | 131.76 | 138.51 |
| N.E. / 300-399 MEDIAN | 124.63 | 151.01 | 133.49 | 137.68 |
| N.E. / > 399 MEDIAN | 151.03 | 157.82 | 154.53 | 164.25 |
| E.N.C./ < 100 MEDIAN | 120.39 | 123.69 | 119.29 | 121.33 |
| E.N.C./100-199 MEDIAN | 133.46 | 118.11 | 120.25 | 116.85 |
| E.N.C./200-299 MEDIAN | 126.65 | 129.21 | 129.33 | 136.55 |
| E.N.C./300-399 MEDIAN | 132.25 | 126.33 | 121.77 | 131.99 |
| E.N.C./ > 399 MEDIAN | 161.57 | 152.18 | 150.34 | 150.99 |
| SO. / < 100 MEDIAN | 111.47 | 108.43 | 111.84 | 105.80 |
| SO. / [illegible]-199 MEDIAN | 125.60 | 117.89 | 116.58 | 119.08 |
| SO. / 200-299 MEDIAN | 131.33 | 119.85 | 130.60 | 125.17 |
| SO. / 300-[illegible]9 MEDIAN | 127.77 | 117.28 | 125.20 | 130.91 |
| SO. > 3[illegible] MEDIAN | 127.77 | 117.28 | 125.20 | 130.91 |
| N.W. / < 100 MEDIAN | 100.63 | 102.40 | 106.35 | 117.01 |
| N.W. / 1[illegible]-199 EDIAN | 134.60 | 120.43 | 114.98 | 111.44 |
| N.W. / 20[illegible]-299 EDIAN | 104.08 | 109.27 | 117.45 | 117.47 |
| N.W. / 30[illegible]-399 EDIAN | 119.60 | 121.45 | 121.73 | 143.54 |
| N.W. / [illegible]399 EDIAN | 131.80 | 131.76 | 140.83 | 145.43 |
| F.W. / [illegible]100 EDIAN | 104.86 | 112.88 | 112.92 | 115.21 |
| F.W. / [illegible]0-199 EDIAN | 113.67 | 112.02 | 111.42 | 115.04 |
| F.W. / [illegible]00-299 EDIAN | 111.14 | 111.94 | 111.35 | 120.07 |
| F.W. / 300-399 EDIAN | 149.43 | 166.12 | 159.45 | 136.80 |
| F.W. / > 39[illegible] MEDIAN | 115.36 | 133.12 | 128.47 | 142.70 |

CSC

# 1984 - 1987 COMPARATIVE VALUES FOR OTHER COSTS PER DISCH ADJ FOR CM $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 651.38 | 687.77 | 7[illegible].45 | 7[illegible].95 |
| MEDIAN | 784.56 | [illegible]9.80 | 9[illegible].78 | [illegible]5.04 |
| UPPER | 944.[illegible] | 1[illegible]7.15 | 11[illegible].13 | 12[illegible]5.78 |
| REGION:Northeast | | | | |
| LOWER | 61[illegible].56 | 6[illegible].78 | 73[illegible].95 | 7[illegible].31 |
| MEDIAN | 79[illegible].77 | 8[illegible].98 | 868.73 | 9[illegible].03 |
| UPPER | 96[illegible].28 | 1[illegible]6.22 | 1073.[illegible]6 | 117[illegible].11 |
| REGION:East North Central | | | | |
| LOWER | 66[illegible].80 | 7[illegible]2.49 | 729.6[illegible] | 781.[illegible]3 |
| MEDIAN | 777.[illegible]3 | 82[illegible].11 | 890.1[illegible] | 967.[illegible]4 |
| UPPER | 946.[illegible]8 | 98[illegible].61 | 1089.8[illegible] | 1190.[illegible]7 |
| REGION:South | | | | |
| LOWER | 603.03 | 677.33 | 723.96 | 744.[illegible]3 |
| MEDIAN | 773.27 | [illegible]6.18 | 904.22 | 95[illegible].14 |
| UPPER | 908.71 | 100[illegible].18 | 1118.81 | 1[illegible]4.36 |
| REGION:Near West | | | | |
| LOWER | 678.99 | 651.48 | 738.45 | 741.5[illegible] |
| MEDIAN | 790.45 | 809.16 | 927.45 | 880.[illegible] |
| UPPER | 947.22 | 1022.17 | 1105.10 | 110[illegible].23 |
| REGION:Far West | | | | |
| LOWER | 648.34 | 746.92 | 819.91 | [illegible]55.46 |
| MEDIAN | 811.45 | 889.10 | 978.65 | [illegible]08.10 |
| UPPER | 982.08 | 1083.74 | 1214.39 | [illegible]402.5[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 559.41 | 603.73 | 648.20 | 694.[illegible]9 |
| MEDIAN | 658.98 | 718.98 | 799.56 | 842.[illegible]0 |
| UPPER | 816.03 | 840.92 | 943.93 | 985.[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 641.46 | 656.86 | 683.63 | [illegible]45.34 |
| MEDIAN | 748.42 | 773.84 | 835.02 | [illegible]6.23 |
| UPPER | 915.60 | 920.71 | 996.65 | 109[illegible].12 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 603.56 | 674.60 | 725.59 | 768.03 |
| MEDIAN | 796.23 | 816.02 | 873.79 | 964.68 |
| UPPER | 952.03 | 999.01 | 1088.69 | 1167.34 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 688.96 | 706.45 | 794.50 | 866.67 |
| MEDIAN | 824.60 | 859.38 | 938.79 | 1037.05 |
| UPPER | 979.01 | 1056.11 | 1184.19 | 1316.42 |
| BEDSIZE: > 399 | | | | |
| LOWER | 730.59 | 781.19 | 847.64 | 907.29 |
| MEDIAN | 875.04 | 950.39 | 1014.49 | 1164.17 |
| UPPER | 992.30 | 1174.55 | 1285.30 | 1464.52 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 785.76 | 823.61 | 859.74 | 935.00 |
| N.E. / 100-199 MEDIAN | 723.90 | 733.25 | 786.82 | 898.50 |
| N.E. / 200-299 MEDIAN | 783.33 | 815.37 | 854.64 | 974.18 |
| N.E. / 300-399 MEDIAN | 816.56 | 862.48 | 871.02 | 913.93 |
| N.E. / > 399 MEDIAN | 875.04 | 882.97 | 941.89 | 1049.36 |
| E.N.C./ < 100 MEDIAN | 745.20 | 745.81 | 759.40 | 871.62 |
| E.N.C./100-199 MEDIAN | 735.34 | 759.04 | 830.02 | 858.18 |
| E.N.C./200-299 MEDIAN | 835.37 | 874.04 | 933.85 | 975.05 |
| E.N.C./300-399 MEDIAN | 679.78 | 809.10 | 909.93 | 974.19 |
| E.N.C./ > 399 MEDIAN | 919.41 | 953.34 | 1042.36 | 1186.10 |
| SO. / < 100 MEDIAN | 657.82 | 710.45 | 763.48 | 714.29 |
| SO. / 100-199 MEDIAN | 638.77 | 727.80 | 793.50 | 824.27 |
| SO. / 200-299 MEDIAN | 730.47 | 798.80 | 826.84 | 881.58 |
| SO. / 300-399 MEDIAN | 814.18 | 821.83 | 929.27 | 1057.20 |
| / > 399 MEDIAN | 814.18 | 821.83 | 929.27 | 1057.20 |
| N.W. / < 100 MEDIAN | 631.55 | 657.09 | 741.71 | 784.61 |
| N.W. / 100-199 MEDIAN | 768.39 | 805.28 | 918.40 | 819.62 |
| N.W. / 200-299 MEDIAN | 952.21 | 736.27 | 818.08 | 852.88 |
| N.W. / 300-399 MEDIAN | 842.27 | 915.42 | 962.40 | 1079.74 |
| N.W. / > 399 MEDIAN | 831.70 | 958.28 | 1052.54 | 1063.89 |
| F.W. / < 100 MEDIAN | 634.74 | 643.89 | 880.19 | 927.38 |
| F.W. / 100-199 MEDIAN | 819.15 | 903.04 | 861.71 | 899.45 |
| F.W. / 200-299 MEDIAN | 764.00 | 880.12 | 991.58 | 1141.37 |
| F.W. / 300-399 MEDIAN | 1171.12 | 1396.25 | 1497.97 | 1458.61 |
| F.W. / 399 MEDIAN | 808.11 | 881.58 | 1015.22 | 1395.69 |

COPY

# 1984 - 1987 COMPARATIVE VALUES FOR SALARY PER FTE $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 16427 | 17286 | 18203 | 19167 |
| MEDIAN | 18847 | 19507 | 20593 | 21732 |
| UPPER | 20565 | 21512 | 22497 | 23546 |
| REGION:Northeast | | | | |
| LOWER | 17643 | 18137 | 18874 | 19946 |
| MEDIAN | 19058 | 20161 | 21024 | 22002 |
| UPPER | 20358 | 21423 | 22702 | 24274 |
| REGION:East North Central | | | | |
| LOWER | 16873 | 17674 | 18609 | 18779 |
| MEDIAN | 18740 | 19570 | 20319 | 21287 |
| UPPER | 21094 | 22165 | 22243 | 23531 |
| REGION:South | | | | |
| LOWER | 14989 | 16075 | 16703 | 17521 |
| MEDIAN | 16623 | 17574 | 18346 | 19210 |
| UPPER | 18873 | 19433 | 20203 | 21167 |
| REGION:Near West | | | | |
| LOWER | 16629 | 16920 | 17687 | 17541 |
| MEDIAN | 18661 | 18879 | 19962 | 20104 |
| UPPER | 19911 | 21159 | 21481 | 21530 |
| REGION:Far West | | | | |
| LOWER | 18797 | 20256 | 21018 | 21235 |
| MEDIAN | 20863 | 21921 | 22989 | 23660 |
| UPPER | 22194 | 23485 | 25050 | 25677 |
| BEDSIZE: < 100 | | | | |
| LOWER | 15006 | 15659 | 16222 | 16679 |
| MEDIAN | 16328 | 17236 | 17651 | 18460 |
| UPPER | 18287 | 18622 | 19294 | 20139 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 16304 | 16930 | 17786 | 18371 |
| MEDIAN | 18002 | 18895 | 19781 | 20317 |
| UPPER | 20045 | 21098 | 21933 | 22412 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 17506 | 17735 | 18524 | 19215 |
| MEDIAN | 19218 | 19910 | 20749 | 21006 |
| UPPER | 20563 | 21555 | 22396 | 22764 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 17281 | 17971 | 18874 | 19462 |
| MEDIAN | 19446 | 19973 | 20811 | 21574 |
| UPPER | 20728 | 21746 | 22967 | 23511 |
| BEDSIZE: > 399 | | | | |
| LOWER | 18431 | 18732 | 19747 | 20467 |
| MEDIAN | 20218 | 20371 | 21489 | 22234 |
| UPPER | 21713 | 22592 | 23571 | 24273 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 16368 | 17282 | 17895 | 19714 |
| N.E. / 100-199 MEDIAN | 17926 | 19418 | 20431 | 21078 |
| N.E. / 200-299 MEDIAN | 19243 | 20330 | 21276 | 22254 |
| N.E. / 300-399 MEDIAN | 20040 | 21353 | 22398 | 22663 |
| N.E. / > 399 MEDIAN | 19677 | 20720 | 22056 | 24025 |
| E.N.C./ < 100 MEDIAN | 16221 | 17426 | 17724 | 18678 |
| E.N.C./100-199 MEDIAN | 16948 | 18351 | 19131 | 19520 |
| E.N.C./200-299 MEDIAN | 19516 | 20157 | 20743 | 21006 |
| E.N.C./300-399 MEDIAN | 18730 | 19913 | 20689 | 21399 |
| E.N.C./ > 399 MEDIAN | 21087 | 20699 | 21948 | 22809 |
| SO. / < 100 MEDIAN | 15479 | 16267 | 16712 | 17293 |
| SO. / 100-199 MEDIAN | 15778 | 16162 | 17208 | 18358 |
| SO. / 200-299 MEDIAN | 16689 | 17211 | 18238 | 18833 |
| / 300-399 MEDIAN | 17193 | 17663 | 18488 | 19678 |
| SO. > 399 MEDIAN | 17193 | 17663 | 18488 | 19678 |
| N.W. / < 100 MEDIAN | 13685 | 15598 | 16094 | 17203 |
| N.W. / 100-199 MEDIAN | 17527 | 18801 | 19200 | 19533 |
| N.W. / 200-299 MEDIAN | 18945 | 19150 | 20589 | 20504 |
| N.W. / 300-399 MEDIAN | 19002 | 20165 | 20921 | 21284 |
| N.W. / > 399 MEDIAN | 20376 | 21235 | 21906 | 21584 |
| F.W. / < 100 MEDIAN | 19357 | 20311 | 20788 | 21176 |
| F.W. / 100-199 MEDIAN | 20838 | 21756 | 22723 | 23330 |
| F.W. / 200-299 MEDIAN | 21057 | 23339 | 24323 | 25066 |
| F.W. / 300-399 MEDIAN | 22211 | 23084 | 24254 | 25152 |
| F.W. / > 399 MEDIAN | 21316 | 21921 | 23110 | 25138 |

# 1984 - 1987 COMPARATIVE VALUES FOR CAPITAL COSTS PER DISCHARGE $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 130.78 | 148.30 | 171.47 | 185.40 |
| MEDIAN | 201.07 | 231.26 | 251.38 | 273.66 |
| UPPER | 292.9 | 331.19 | 361.47 | 396.44 |
| REGION:Northeast | | | | |
| LOWER | 121.77 | 131.14 | 159.93 | 161.85 |
| MEDIAN | 171.78 | 209.02 | 238.88 | 261.89 |
| UPPER | 261.15 | 311.37 | 357.89 | 410.18 |
| REGION:East North Central | | | | |
| LOWER | 132.27 | 149.92 | 168.9 | 187.10 |
| MEDIAN | 212.1 | 233.27 | 257.2 | 284.2 |
| UPPER | 320.0 | 344.56 | 362.9 | 374.8 |
| REGION:South | | | | |
| LOWER | 142.04 | 159.10 | 180.95 | 192.75 |
| MEDIAN | 187.71 | 217.71 | 274.52 | 250.06 |
| UPPER | 265.27 | 32 .14 | 358.04 | 9.79 |
| REGION:Near West | | | | |
| LOWER | 114.23 | 139.04 | 183.95 | 158.56 |
| MEDIAN | 210.83 | 236.50 | 280.62 | 281. |
| UPPER | 292.68 | 326.42 | 376.81 | 40 .34 |
| REGION:Far West | | | | |
| LOWER | 155.96 | 167.47 | 185.36 | 28.80 |
| MEDIAN | 232.46 | 255.12 | 297.43 | 300.74 |
| UPPER | 311.03 | 356.21 | 414.96 | 428.7 |
| BEDSIZE: < 100 | | | | |
| LOWER | 74.25 | 84.57 | 95.21 | 116. |
| MEDIAN | 113.87 | 135.94 | 152.91 | 167. |
| UPPER | 180.71 | 187.54 | 221.88 | 260. |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 127.77 | 126.65 | 150.61 | 75.02 |
| MEDIAN | 201.24 | 222.68 | 242.12 | 4.29 |
| UPPER | 285.74 | 315.68 | 361.68 | 36 .03 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 139.30 | 168.75 | 188.31 | 203.41 |
| MEDIAN | 182.00 | 231.75 | 252.41 | 284.05 |
| UPPER | 263.60 | 337.52 | 366.13 | 385.99 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 160.91 | 192.28 | 219.52 | 234.58 |
| MEDIAN | 246.47 | 279.43 | 316.31 | 313.33 |
| UPPER | 335.95 | 351.79 | 409.57 | 423.77 |
| BEDSIZE: > 399 | | | | |
| LOWER | 172.29 | 199.61 | 226.44 | 238.14 |
| MEDIAN | 241.17 | 280.18 | 308.64 | 340.28 |
| UPPER | 330.23 | 385.43 | 433.89 | 472.87 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 125.35 | 139.79 | 152.47 | 148.49 |
| N.E. / 100-199 MEDIAN | 151.06 | 150.21 | 172.39 | 215.64 |
| N.E. / 200-299 MEDIAN | 171.69 | 211.78 | 217.37 | 286.93 |
| N.E. / 300-399 MEDIAN | 197.01 | 239.91 | 254.07 | 268.19 |
| N.E. / > 399 MEDIAN | 255.71 | 296.21 | 308.21 | 355.16 |
| E.N.C./ < 100 MEDIAN | 117.49 | 144.87 | 154.75 | 175.10 |
| E.N.C./100-199 MEDIAN | 184.66 | 209.93 | 241.47 | 240.59 |
| E.N.C./200-299 MEDIAN | 229.92 | 244.27 | 277.31 | 296.03 |
| E.N.C./300-399 MEDIAN | 302.66 | 298.73 | 345.23 | 327.54 |
| E.N.C./ > 399 MEDIAN | 248.84 | 269.95 | 310.75 | 339.81 |
| SO. / < 100 MEDIAN | 66.07 | 161.31 | 173.13 | 182.89 |
| SO. / 100-199 MEDIAN | 166.94 | 206.89 | 242.77 | 222.49 |
| SO. / 200-299 MEDIAN | 184.66 | 206.13 | 230.06 | 270.38 |
| SO. / 300-399 MEDIAN | 244.35 | 259.24 | 304.22 | 313.33 |
| / > 399 MEDIAN | 244.35 | 259.24 | 304.22 | 313.33 |
| N.W. / < 100 MEDIAN | 78.11 | 104.99 | 117.29 | 154.19 |
| N.W. / 100-199 MEDIAN | 218.92 | 234.38 | 261.74 | 274.90 |
| N.W. / 200-299 MEDIAN | 199.32 | 261.83 | 289.62 | 272.81 |
| N.W. / 300-399 MEDIAN | 279.64 | 308.20 | 345.22 | 394.15 |
| N.W. / > 399 MEDIAN | 247.12 | 293.36 | 334.22 | 381.93 |
| F.W. / < 100 MEDIAN | 143.46 | 139.10 | 198.22 | 262.71 |
| F.W. / 100-199 MEDIAN | 260.46 | 271.18 | 297.16 | 300.13 |
| F.W. / 200-299 MEDIAN | 171.19 | 254.74 | 246.31 | 331.92 |
| F.W. / 300-399 MEDIAN | 194.48 | 268.77 | 297.70 | 371.42 |
| F.W. / > 399 MEDIAN | 252.53 | 313.23 | 345.14 | 369.34 |

SAMPLE

# 1984 - 1987 COMPARATIVE VALUES FOR EMPLOYEE BENEFITS %

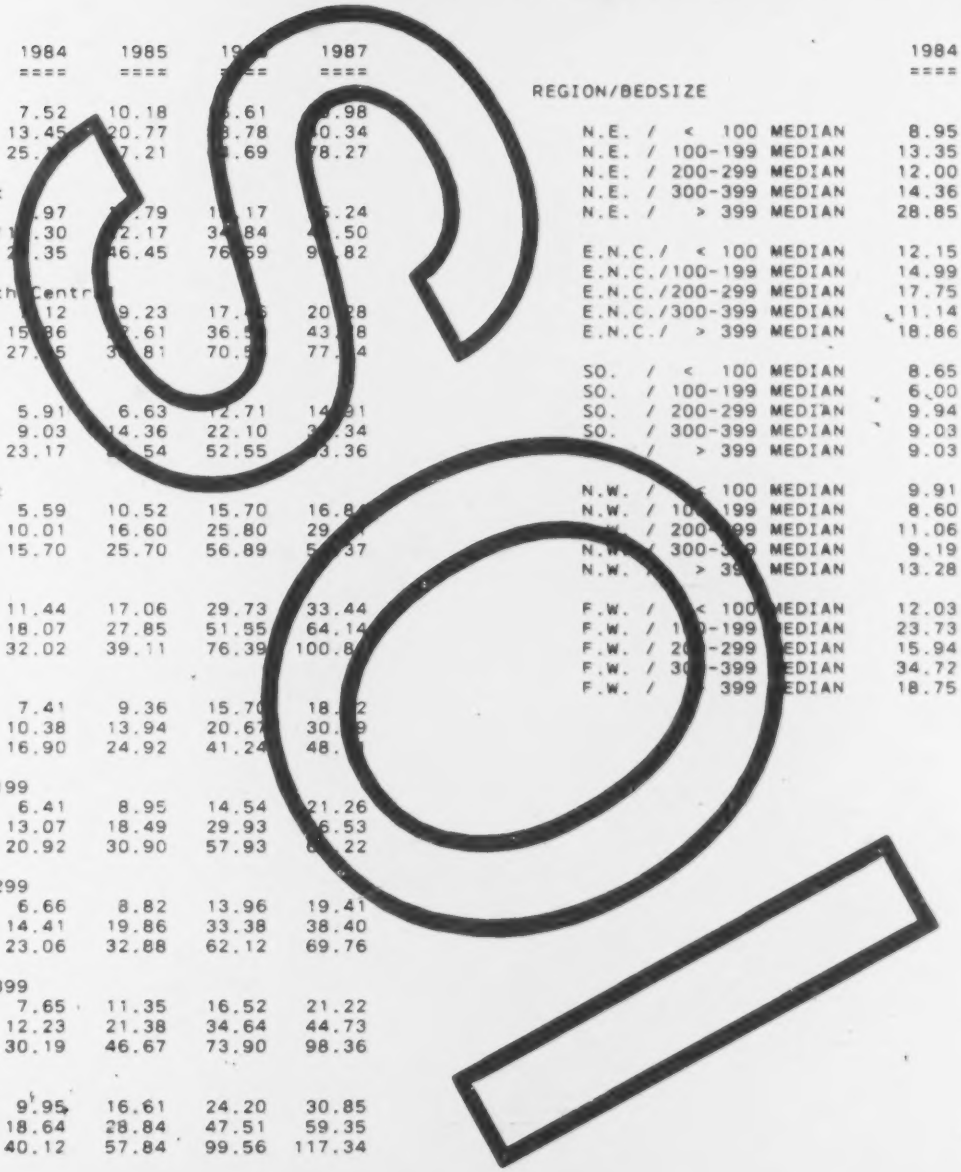
| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 15.05 | 15.39 | 15.01 | 14.73 |
| MEDIAN | 17.76 | 17.50 | 17.33 | 17.89 |
| UPPER | 20.39 | 20.32 | 19.78 | 19.57 |
| REGION:Northeast | | | | |
| LOWER | 15.32 | 15.92 | 15.8[illegible] | 14.[illegible]2 |
| MEDIAN | 18.50 | 18.26 | 18.0[illegible] | 17.[illegible]4 |
| UPPER | 20.[illegible]3 | 20.85 | 20.5[illegible] | 20.[illegible]8 |
| REGION:East North Central | | | | |
| LOWER | 16.02 | 16.38 | [illegible].16 | 15.[illegible]3 |
| MEDIAN | 18.63 | 18.57 | 18.23 | 17.[illegible]0 |
| UPPER | 21.24 | [illegible].36 | 20.56 | [illegible].44 |
| REGION:South | | | | |
| LOWER | 14.68 | 14.61 | 14.20 | 13.97 |
| MEDIAN | 16.58 | 16.51 | 16.24 | 16.[illegible] |
| UPPER | 19.09 | 18.92 | 18.56 | 18.[illegible]1 |
| REGION:Near West | | | | |
| LOWER | 13.36 | 13.69 | 13.52 | 13.78 |
| MEDIAN | 15.64 | 15.79 | 15.55 | 15.71 |
| UPPER | 18.17 | 17.78 | 17.18 | 17.97 |
| REGION:Far West | | | | |
| LOWER | 17.05 | 16.02 | 16.01 | 15.[illegible] |
| MEDIAN | 18.78 | 18.18 | 18.17 | 18.[illegible] |
| UPPER | 21.24 | 21.55 | 21.68 | 22.[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 14.23 | 14.62 | 14.58 | 14.27 |
| MEDIAN | 16.15 | 16.69 | 17.18 | 16.66 |
| UPPER | 19.87 | 19.62 | 19.17 | [illegible].58 |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 14.97 | 14.66 | 15.04 | 14.95 |
| MEDIAN | 18.01 | 17.18 | 17.51 | 16.85 |
| UPPER | 21.22 | 20.68 | 20.57 | 19.41 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 15.51 | 15.86 | 14.92 | 14.90 |
| MEDIAN | 17.54 | 17.60 | 17.27 | 17.00 |
| UPPER | 19.87 | 20.28 | 19.80 | 19.58 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 15.07 | 15.06 | 14.96 | 14.18 |
| MEDIAN | 17.92 | 17.56 | 17.37 | 17.21 |
| UPPER | 20.46 | 20.20 | 19.47 | 20.04 |
| BEDSIZE: > 399 | | | | |
| LOWER | 15.31 | 15.77 | 15.34 | 14.86 |
| MEDIAN | 18.05 | 17.84 | 17.38 | 16.86 |
| UPPER | 20.19 | 20.45 | 19.72 | 19.93 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 14.22 | 14.69 | 14.71 | 15.53 |
| N.E. / 100-199 MEDIAN | 18.61 | 17.95 | 17.99 | 16.25 |
| N.E. / 200-299 MEDIAN | 18.40 | 18.45 | 17.88 | 18.20 |
| N.E. / 300-399 MEDIAN | 18.59 | 19.53 | 18.19 | 18.28 |
| N.E. / > 399 MEDIAN | 19.22 | 18.74 | 18.85 | 17.54 |
| E.N.C./ < 100 MEDIAN | 15.83 | 16.76 | 17.87 | 17.92 |
| E.N.C./100-199 MEDIAN | 19.39 | 18.64 | 18.36 | 17.40 |
| E.N.C./200-299 MEDIAN | 18.63 | 18.51 | 18.15 | 17.24 |
| E.N.C./300-399 MEDIAN | 18.94 | 18.24 | 17.49 | 15.91 |
| E.N.C./ > 399 MEDIAN | 18.81 | 19.21 | 18.87 | 17.86 |
| SO. / < 100 MEDIAN | 19.16 | 19.01 | 17.26 | 16.50 |
| SO. / [illegible]0-199 MEDIAN | 15.79 | 15.22 | 15.47 | 16.01 |
| SO. / 20[illegible]-299 MEDIAN | 16.28 | 16.36 | 16.23 | 15.61 |
| SO. / 300-[illegible]99 MEDIAN | 17.92 | 16.77 | 16.77 | 17.48 |
| SO. / > 3[illegible]9 MEDIAN | 17.92 | 16.77 | 16.77 | 17.48 |
| N.W. / < 100 MEDIAN | 15.55 | 15.67 | 16.77 | 16.23 |
| N.W. / [illegible]0-199 MEDIAN | 15.42 | 15.48 | 15.51 | 15.65 |
| N.W. / 20[illegible]-299 MEDIAN | 17.20 | 16.59 | 15.28 | 15.25 |
| N.W. / 30[illegible]-399 MEDIAN | 15.68 | 15.84 | 15.21 | 15.71 |
| N.W. / [illegible] 399 MEDIAN | 15.39 | 15.84 | 15.56 | 15.89 |
| F.W. / [illegible] 100 MEDIAN | 18.63 | 18.05 | 17.61 | 16.23 |
| F.W. / [illegible]00-199 MEDIAN | 19.01 | 18.21 | 18.94 | 18.42 |
| F.W. / [illegible]00-299 MEDIAN | 17.78 | 18.20 | 18.99 | 20.15 |
| F.W. / [illegible]300-399 MEDIAN | 15.10 | 15.33 | 15.19 | 27.45 |
| F.W. / > 39[illegible] MEDIAN | 19.66 | 18.71 | 17.39 | 17.36 |

# 1984 - 1987 COMPARATIVE VALUES FOR PROF LIAB INS PER DISCHARGE $

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| REGION:NATIONAL | | | | |
| LOWER | 7.52 | 10.18 | 15.61 | 21.98 |
| MEDIAN | 13.45 | 20.77 | 28.78 | 40.34 |
| UPPER | 25.1[illegible] | 37.21 | 55.69 | 78.27 |
| REGION:Northeast | | | | |
| LOWER | [illegible].97 | [illegible].79 | 16.17 | 25.24 |
| MEDIAN | 1[illegible].30 | 22.17 | 34.84 | 48.50 |
| UPPER | 2[illegible].35 | 36.45 | 76.59 | 96.82 |
| REGION:East North Central | | | | |
| LOWER | [illegible].12 | 9.23 | 17.[illegible]6 | 20.28 |
| MEDIAN | 15.86 | 27.61 | 36.5[illegible] | 43.28 |
| UPPER | 27.[illegible]5 | 3[illegible].81 | 70.[illegible]9 | 77.[illegible]4 |
| REGION:South | | | | |
| LOWER | 5.91 | 6.63 | 12.71 | 14.91 |
| MEDIAN | 9.03 | 14.36 | 22.10 | 3[illegible].34 |
| UPPER | 23.17 | [illegible].54 | 52.55 | [illegible].36 |
| REGION:Near West | | | | |
| LOWER | 5.59 | 10.52 | 15.70 | 16.8[illegible] |
| MEDIAN | 10.01 | 16.60 | 25.80 | 29.[illegible] |
| UPPER | 15.70 | 25.70 | 56.89 | 5[illegible].37 |
| REGION:Far West | | | | |
| LOWER | 11.44 | 17.06 | 29.73 | 33.44 |
| MEDIAN | 18.07 | 27.85 | 51.55 | 64.14 |
| UPPER | 32.02 | 39.11 | 76.39 | 100.8[illegible] |
| BEDSIZE: < 100 | | | | |
| LOWER | 7.41 | 9.36 | 15.70 | 18.[illegible]2 |
| MEDIAN | 10.38 | 13.94 | 20.67 | 30.[illegible]9 |
| UPPER | 16.90 | 24.92 | 41.24 | 48.[illegible] |
| BEDSIZE: 100 - 199 | | | | |
| LOWER | 6.41 | 8.95 | 14.54 | 21.26 |
| MEDIAN | 13.07 | 18.49 | 29.93 | 36.53 |
| UPPER | 20.92 | 30.90 | 57.93 | [illegible].22 |
| BEDSIZE: 200 - 299 | | | | |
| LOWER | 6.66 | 8.82 | 13.96 | 19.41 |
| MEDIAN | 14.41 | 19.86 | 33.38 | 38.40 |
| UPPER | 23.06 | 32.88 | 62.12 | 69.76 |
| BEDSIZE: 300 - 399 | | | | |
| LOWER | 7.65 | 11.35 | 16.52 | 21.22 |
| MEDIAN | 12.23 | 21.38 | 34.64 | 44.73 |
| UPPER | 30.19 | 46.67 | 73.90 | 98.36 |
| BEDSIZE: > 399 | | | | |
| LOWER | 9.95 | 16.61 | 24.20 | 30.85 |
| MEDIAN | 18.64 | 28.84 | 47.51 | 59.35 |
| UPPER | 40.12 | 57.84 | 99.56 | 117.34 |

| REGION/BEDSIZE | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| N.E. / < 100 MEDIAN | 8.95 | 12.65 | 21.16 | 32.20 |
| N.E. / 100-199 MEDIAN | 13.35 | 18.30 | 22.56 | 34.37 |
| N.E. / 200-299 MEDIAN | 12.00 | 20.11 | 29.80 | 46.35 |
| N.E. / 300-399 MEDIAN | 14.36 | 22.16 | 34.70 | 47.00 |
| N.E. / > 399 MEDIAN | 28.85 | 49.24 | 60.22 | 72.85 |
| E.N.C./ < 100 MEDIAN | 12.15 | 15.42 | 20.03 | 37.22 |
| E.N.C./100-199 MEDIAN | 14.99 | 22.03 | 37.30 | 37.04 |
| E.N.C./200-299 MEDIAN | 17.75 | 28.85 | 46.30 | 48.74 |
| E.N.C./300-399 MEDIAN | 11.14 | 21.33 | 43.64 | 56.24 |
| E.N.C./ > 399 MEDIAN | 18.86 | 25.95 | 31.81 | 49.06 |
| SO. / < 100 MEDIAN | 8.65 | 7.78 | 16.79 | 18.80 |
| SO. / 100-199 MEDIAN | 6.00 | 9.29 | 14.49 | 25.37 |
| SO. / 200-299 MEDIAN | 9.94 | 15.37 | 20.44 | 22.42 |
| SO. / 300-399 MEDIAN | 9.03 | 12.74 | 19.77 | 35.59 |
| / > 399 MEDIAN | 9.03 | 12.74 | 19.77 | 35.59 |
| N.W. / < 100 MEDIAN | 9.91 | 13.99 | 19.66 | 25.00 |
| N.W. / 100-199 MEDIAN | 8.60 | 14.74 | 24.57 | 28.89 |
| / 200-299 MEDIAN | 11.06 | 11.07 | 25.29 | 20.51 |
| N.W. / 300-399 MEDIAN | 9.19 | 18.43 | 38.15 | 29.42 |
| N.W. / > 399 MEDIAN | 13.28 | 23.71 | 39.50 | 47.44 |
| F.W. / < 100 MEDIAN | 12.03 | 21.04 | 41.66 | 55.51 |
| F.W. / 100-199 MEDIAN | 23.73 | 27.92 | 50.10 | 55.09 |
| F.W. / 200-299 MEDIAN | 15.94 | 22.84 | 48.37 | 69.94 |
| F.W. / 300-399 MEDIAN | 34.72 | 50.69 | 76.14 | 71.24 |
| F.W. / > 399 MEDIAN | 18.75 | 31.87 | 72.98 | 96.04 |



# APPENDIX D

# NUMBER OF HOSPITALS BY COMPARATIVE GROUPINGS

# NUMBER OF HOSPITALS REPORTING
## 1984 - 1987

| | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|
| **NATIONAL--ALL U.S.** | 519 | 728 | 744 | 781 |
| **REGIONAL** | | | | |
| Northeast Region | 135 | 172 | 175 | 179 |
| South Region | 92 | 156 | 161 | 171 |
| East North Central Region | 141 | 197 | 200 | 198 |
| Near West Region | 82 | 115 | 119 | 140 |
| Far West Region | 69 | 88 | 89 | 93 |
| **BEDSIZE** | | | | |
| Bedsize: fewer than 100 Beds | 74 | 96 | 97 | 141 |
| Bedsize: 100-199 Beds | 138 | 182 | 186 | 204 |
| Bedsize: 200-299 Beds | 97 | 166 | 170 | 170 |
| Bedsize: 300-399 Beds | 90 | 107 | 111 | 102 |
| Bedsize: more than 399 Beds | 120 | 177 | 180 | 164 |
| **REGIONAL/BEDSIZE** | | | | |
| Northeast/fewer than 100 Beds | 16 | 18 | 20 | 24 |
| South/fewer than 100 Beds | 10 | 13 | 13 | 27 |
| Near West/fewer than 100 Beds | 13 | 21 | 21 | 37 |
| East North Central/fewer than 100 Beds | 19 | 27 | 27 | 32 |
| Far West/fewer than 100 Beds | 16 | 17 | 16 | 21 |
| Northeast/100-199 Beds | 28 | 34 | 34 | 39 |
| South/100-199 Beds | 30 | 28 | 30 | 28 |
| Near West/100-199 Beds | 24 | 32 | 31 | 40 |
| East North Central/100-199 Beds | 39 | 53 | 54 | 60 |
| Far West/100-199 Beds | 27 | 35 | 35 | 37 |
| Northeast/200-299 Beds | 36 | 52 | 52 | 55 |
| South/200-299 Beds | 30 | 38 | 39 | 35 |
| Near West/200-299 Beds | 9 | 18 | 20 | 23 |
| East North Central/200-299 Beds | 27 | 41 | 42 | 43 |
| Far West/200-299 Beds | 12 | 17 | 18 | 14 |
| Northeast/300-399 Beds | 20 | 26 | 27 | 25 |
| South/300-399 Beds | 29 | 34 | 35 | 31 |
| Near West/300-399 Beds | 11 | 12 | 13 | 14 |
| East North Central/300-399 Beds | 19 | 27 | 27 | 26 |
| Far West/300-399 Beds | 7 | 8 | 9 | 6 |
| Northeast/more than 399 Beds | 35 | 42 | 42 | 36 |
| South/more than 399 Beds | 18 | 43 | 43 | 50 |
| Near West/more than 399 Beds | 25 | 32 | 34 | 26 |
| East North Central/more than 399 Beds | 37 | 49 | 50 | 37 |
| Far West/more than 399 Beds | 7 | 11 | 11 | 15 |

# APPENDIX E

# MEDIAN INDICATORS BY STANDARD & POOR'S BOND RATINGS

1984

## STANDARD AND POOR'S RATING

| | AA+ AA A | A+ | A | A- | BBB+ BBB BBB- |
|---|---|---|---|---|---|
| **PROFIT INDICATORS** | | | | | |
| PROFIT PER DISCHARGE $ | 16.[illegible] | 138.44 | 60.72 | 30.07 | 21.63 |
| PROFIT PER VISIT $ | 1.[illegible] | 3.24 | 1.71 | 1.37 | 0.91 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 53.[illegible] | 147.40 | 82.57 | 29.34 | 16.47 |
| **NET PRICE INDICATORS** | | | | | |
| MEDICARE PAYMENT % | 30.49 | 30.74 | 32.33 | 33.19 | 34.08 |
| NET PRICE PER DISCHARGE $ | 4141 | 3346 | 2777 | 2530 | 2421 |
| NET PRICE PER DISC ADJ FOR CM $ | 3816 | 2945 | 2610 | 2380 | 2142 |
| NET PRICE PER VISIT $ | 118.32 | 86.68 | 99.26 | 102.90 | 84.12 |
| BAD DEBT AND CHARITY CARE % | 5.25 | 3.67 | 4.18 | 4.41 | 4.19 |
| INPATIENT REVENUE % | 80.[illegible] | 83.02 | 81.81 | 80.40 | 79.89 |
| OUTPATIENT REVENUE % | 2.42 | 12.01 | 13.37 | 15.31 | 14.75 |
| OTHER REVENUE % | 8.03 | [illegible].10 | 4.13 | 3.65 | 3.68 |
| CONTRACTUAL ALLOWANCE % | 13.69 | 13.[illegible]7 | 10.24 | 8.41 | 12.85 |
| **VOLUME INDICATORS** | | | | | |
| OCCUPANCY % | 72.30 | 72.32 | 68.63 | 67.97 | 66.46 |
| AVERAGE DAILY CENSUS (DAYS) | 392.83 | 3[illegible].74 | 216.33 | 178.68 | 110.39 |
| OCCUPANCY FOR STAFFED BEDS % | 76.35 | 7[illegible].32 | 74.36 | 73.68 | 69.33 |
| **LENGTH OF STAY INDICATORS** | | | | | |
| LENGTH OF STAY (DAYS) | 7.44 | 7.[illegible]7 | 6.65 | 6.19 | 6.06 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 6.87 | 6.[illegible]8 | 6.02 | 6.15 | 5.52 |
| **INTENSITY OF SERVICE INDICATORS** | | | | | |
| COST PER DISCHARGE $ | 4065 | 3129 | 2717 | 2501 | 2318 |
| COST PER DISCHARGE ADJ FOR CM $ | 3805 | 2806 | 2473 | 2372 | 2171 |
| COST PER VISIT $ | 117.06 | 86.39 | 100.34 | 100.81 | 86.26 |
| INTERN AND RESIDENT COST PER FTE $ | 36279 | 2143[illegible] | 0 | 0 | 0 |
| ALL PATIENT CASE MIX INDEX | [illegible] | 1.2[illegible] | 1.08[illegible] | 1.1149 | 1.0638 |
| **EFFICIENCY INDICATORS** | | | | | |
| FTE'S PER OCCUPIED BED | 4.72 | 4.06 | 3.76 | 3.78 | 3.61 |
| OUTPATIENT MANHOURS PER VISIT | [illegible] | 4.33 | 4.82 | 5.08 | 5.29 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 193.84 | 140.[illegible] | 130.[illegible] | 124.40 | 117.08 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 1228.65 | [illegible]3.64 | [illegible].21 | 802.33 | 674.02 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | | | | |
| SALARY PER FTE $ | 190[illegible] | 1943[illegible] | 19469 | 18501 | 18048 |
| CAPITAL COSTS PER DISCHARGE $ | 2[illegible]11 | 23[illegible]62 | 219.72 | 242.43 | 249.20 |
| EMPLOYEE BENEFITS % | 16.15 | 18.08 | 17.67 | 17.91 | 17.31 |
| PROF LIAB INS PER DISCHARGE $ | 42.40 | 20.66 | 15.14 | 14.83 | 14.42 |
| **MEDIAN BEDSIZE** | [illegible] | 484 | 306 | 284 | 157 |
| **NUMBER OF HOSPITALS** | 8 | 36 | 93 | 32 | 35 |

1985

STANDARD AND POOR'S RATING

| | AA+<br>AA<br>AA- | A+ | A | A- | BBB+<br>BBB<br>BBB- |
|---|---|---|---|---|---|
| **PROFIT INDICATORS** | | | | | |
| PROFIT PER DISCHARGE $ | 51.22 | 156.23 | 88.97 | 56.84 | 61.15 |
| PROFIT PER VISIT $ | 1.80 | 4.48 | 2.73 | 2.57 | 2.47 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 52.47 | 143.13 | 90.06 | 53.98 | 57.49 |
| **NET PRICE INDICATORS** | | | | | |
| MEDICARE PAYMENT % | 28.87 | 33.20 | 33.32 | 33.04 | 34.98 |
| NET PRICE PER DISCHARGE $ | 3875 | 3730 | 2994 | 2930 | 2540 |
| NET PRICE PER DISCH ADJ FOR CM $ | 3305 | 2962 | 2749 | 2607 | 2340 |
| NET PRICE PER VISIT $ | 110.60 | 105.23 | 109.61 | 120.65 | 101.66 |
| BAD DEBT AND CHARITY CARE | 4.47 | 3.85 | 4.54 | 4.30 | 5.46 |
| INPATIENT REVENUE | 77.94 | 81.04 | 80.11 | 79.80 | 78.18 |
| OUTPATIENT REVENUE % | 15.91 | 14.16 | 15.09 | 15.80 | 17.96 |
| OTHER REVENUE % | 6.61 | 4.91 | 4.58 | 3.85 | 4.30 |
| CONTRACTUAL ALLOWANCE % | 10 | 12.45 | 10.22 | 11.23 | 12.78 |
| **VOLUME INDICATORS** | | | | | |
| OCCUPANCY % | 69.83 | 67.1 | 62.13 | 62.42 | 58.84 |
| AVERAGE DAILY CENSUS (DAYS) | 362 | 320.6 | 204.48 | 161.68 | 107.53 |
| OCCUPANCY FOR STAFFED BEDS % | 72.72 | 72.52 | 70.66 | 66.80 | 64.38 |
| **LENGTH OF STAY INDICATORS** | | | | | |
| LENGTH OF STAY (DAYS) | 7.16 | 7.03 | 6.46 | 6.02 | 5.88 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 6.12 | 5.95 | 5.85 | 5.29 | 5.25 |
| **INTENSITY OF SERVICE INDICATORS** | | | | | |
| COST PER DISCHARGE $ | 3632 | 3292 | 2847 | 2720 | 2516 |
| COST PER DISCHARGE ADJ FOR CM $ | 3006 | 2916 | 2585 | 2557 | 2302 |
| COST PER VISIT $ | 116.90 | 118.94 | 108.13 | 118.92 | 97.00 |
| INTERN AND RESIDENT COST PER FTE $ | 39651 | 27349 | 0 | 0 | 0 |
| ALL PATIENT CASE MIX INDEX | 1.1700 | 1.2340 | 1.1088 | 1.1500 | 1.0859 |
| **EFFICIENCY INDICATORS** | | | | | |
| FTE'S PER OCCUPIED BED | 4.46 | 4.23 | 3 | 4.00 | 3.67 |
| OUTPATIENT MANHOURS PER VISIT | 5.11 | 5.25 | 4.91 | 5.50 | 5.63 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 164.54 | 142.23 | 127.78 | 126.56 | 113.17 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 1008.59 | 962.05 | 842.03 | 891.13 | 761.67 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | | | | |
| SALARY PER FTE $ | 19825 | 20075 | 20147 | 19437 | 18682 |
| CAPITAL COSTS PER DISCHARGE $ | 261.28 | 291.58 | 275.32 | 291.10 | 262.59 |
| EMPLOYEE BENEFITS % | 17.22 | 18.14 | 17.56 | 17.66 | 16.63 |
| PROF LIAB INS PER DISCHARGE $ | 35 | 24 | 21.10 | 23.55 | 18.21 |
| **MEDIAN BEDSIZE** | 540 | 474 | 312 | 265 | 181 |
| **NUMBER OF HOSPITALS** | 14 | 53 | 119 | 49 | 54 |

1986

## STANDARD AND POOR'S RATING

| | AA+<br>A<br>A- | A+ | A | A- | BBB+<br>BBB<br>BBB- |
|---|---|---|---|---|---|
| **PROFIT INDICATORS** | | | | | |
| PROFIT PER DISCHARGE $ | 32.08 | 117.11 | 43.27 | 50.70 | 47.72 |
| PROFIT PER VISIT $ | -0.82 | 2.11 | 0.85 | 1.97 | 2.13 |
| PROFIT PER DISCHARGE ADJ FOR CM | 27.22 | 97.38 | 37.70 | 50.47 | 37.08 |
| **NET PRICE INDICATORS** | | | | | |
| MEDICARE PAYMENT % | 31.53 | 32.40 | 34.12 | 33.65 | 35.27 |
| NET PRICE PER DISCHARGE $ | 3975 | 3904 | 3205 | 3047 | 2643 |
| NET PRICE PER DISCH ADJ FOR CM $ | 3534 | 3103 | 2894 | 2689 | 2448 |
| NET PRICE PER VISIT $ | 126.55 | 113.17 | 118.85 | 124.14 | 134.02 |
| BAD DEBT AND CHARITY CARE % | 4.79 | 4.29 | 4.84 | 4.76 | 5.42 |
| INPATIENT REVENUE % | | 79.22 | 78.99 | 76.91 | 75.49 |
| OUTPATIENT REVENUE % | 16.42 | 15.38 | 16.57 | 18.63 | 19.80 |
| OTHER REVENUE % | 7.21 | 5.40 | 4.57 | 3.63 | 4.01 |
| CONTRACTUAL ALLOWANCE % | 9.24 | 13.24 | 11.66 | 13.97 | 14.31 |
| **VOLUME INDICATORS** | | | | | |
| OCCUPANCY % | 65.60 | 58.10 | 60.52 | 62.73 | 58.08 |
| AVERAGE DAILY CENSUS (DAYS) | 416.10 | 280.60 | 201.54 | 173.23 | 108.72 |
| OCCUPANCY FOR STAFFED BEDS % | 73.52 | 71.09 | 69.10 | 67.87 | 64.49 |
| **LENGTH OF STAY INDICATORS** | | | | | |
| LENGTH OF STAY (DAYS) | 7.55 | 6.92 | 6.40 | 6.05 | 5.84 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 5.53 | 5.90 | 5.69 | 5.22 | 5.37 |
| **INTENSITY OF SERVICE INDICATORS** | | | | | |
| COST PER DISCHARGE $ | 3921 | 3766 | 3120 | 2931 | 2645 |
| COST PER DISCHARGE ADJ FOR CM $ | 3240 | 3116 | 2773 | 2618 | 2351 |
| COST PER VISIT $ | 116.22 | 118.28 | 122.38 | 119.90 | 119.10 |
| INTERN AND RESIDENT COST PER FTE $ | 32865 | 26100 | 0 | 0 | 0 |
| ALL PATIENT CASE MIX INDEX | 1.2100 | 1.2589 | 1.1500 | 1.1500 | 1.1158 |
| **EFFICIENCY INDICATORS** | | | | | |
| FTE'S PER OCCUPIED BED | 4.69 | 4.33 | 3.99 | 3.90 | 3.79 |
| OUTPATIENT MANHOURS PER VISIT | 5.51 | 5.20 | 5.20 | 5.30 | 6.44 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 160.21 | 129.62 | 123.84 | 117.50 | 112.87 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 1117.71 | 929.66 | 823.38 | 930.76 | 781.96 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | | | | |
| SALARY PER FTE $ | 21[illegible]2 | 21[illegible]3 | 20934 | 20709 | 19816 |
| CAPITAL COSTS PER DISCHARGE $ | 338.40 | 320.86 | 318.07 | 304.30 | 283.42 |
| EMPLOYEE BENEFITS % | 17.35 | 17.83 | 16.88 | 17.75 | 17.40 |
| PROF LIAB INS PER DISCHARGE $ | 75.51 | 39.89 | 37.18 | 34.88 | 26.20 |
| **MEDIAN BEDSIZE** | [illegible] | 462 | 312 | 265 | 181 |
| **NUMBER OF HOSPITALS** | 15 | 55 | 122 | 50 | 54 |

1987

STANDARD AND POOR'S RATING

| | AA+ AA AA- | A+ | A | A- | BBB+ BBB BBB- |
|---|---|---|---|---|---|
| **PROFIT INDICATORS** | | | | | |
| PROFIT PER DISCHARGE $ | 33[illegible]61 | 63.18 | 26.62 | 2.52 | 26.77 |
| PROFIT PER VISIT $ | -2[illegible]11 | 1.78 | 0.35 | 2.75 | 0.12 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 31[illegible]5 | 57.77 | 34.80 | 0.64 | 36.57 |
| **NET PRICE INDICATORS** | | | | | |
| MEDICARE PAYMENT % | 26[illegible]20 | 30.88 | 33.29 | 35.92 | 34.68 |
| NET PRICE PER DISCHARGE $ | [illegible]044 | 4232 | 3515 | 3296 | 2923 |
| NET PRICE PER DISCH ADJ FOR CM $ | [illegible]444 | 3481 | 3039 | 2917 | 2617 |
| NET PRICE PER VISIT $ | 111.77 | 147.96 | 133.23 | 154.93 | 123.75 |
| BAD DEBT AND CHARITY CARE | 5.80 | 4.64 | 4.99 | 4.66 | 5.68 |
| INPATIENT REVENUE | 77.27 | 78.00 | 77.04 | 74.76 | 72.67 |
| OUTPATIENT REVENUE % | 16.17 | 16.46 | 18.22 | 20.01 | 22.88 |
| OTHER REVENUE % | 5.26 | 4.29 | 4.58 | 3.56 | 4.11 |
| CONTRACTUAL ALLOWANCE % | [illegible] | 17.83 | 15.12 | 19.72 | 18.47 |
| **VOLUME INDICATORS** | | | | | |
| OCCUPANCY % | 76.20 | 64.[illegible]4 | 57.64 | 60.16 | 55.65 |
| AVERAGE DAILY CENSUS (DAYS) | 55[illegible] | 310.7[illegible] | 186.41 | 151.82 | 87.46 |
| OCCUPANCY FOR STAFFED BEDS % | 78.03 | 74.51 | 67.50 | 71.17 | 62.13 |
| **LENGTH OF STAY INDICATORS** | | | | | |
| LENGTH OF STAY (DAYS) | 8.00 | [illegible]85 | 6.38 | 6.31 | 5.85 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 6.23 | 5[illegible]63 | 5.55 | 5.47 | 5.35 |
| **INTENSITY OF SERVICE INDICATORS** | | | | | |
| COST PER DISCHARGE $ | 5997 | [illegible]880 | 3426 | 3294 | 2933 |
| COST PER DISCHARGE ADJ FOR CM $ | 4194 | [illegible]425 | 2966 | 2925 | 2551 |
| COST PER VISIT $ | 123.65 | [illegible]0.89 | 131.39 | 148.64 | 122.36 |
| INTERN AND RESIDENT COST PER FTE $ | 54007 | 40649 | 0 | 0 | 0 |
| ALL PATIENT CASE MIX INDEX | 1.2500 | 1.2450 | 1.1600 | 1.1566 | 1.1263 |
| **EFFICIENCY INDICATORS** | | | | | |
| FTE'S PER OCCUPIED BED | 4.93 | [illegible]765 | [illegible] | 4.05 | 3.97 |
| OUTPATIENT MANHOURS PER VISIT | 4.86 | 6.39 | [illegible]5.6[illegible] | 6.48 | 5.76 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 174.89 | 146.45 | 131.41 | 127.56 | 115.71 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 1369.98 | 1202.77 | 1043.42 | 995.61 | 837.57 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | | | | |
| SALARY PER FTE $ | 24075 | 21688 | 21659 | 21362 | 20732 |
| CAPITAL COSTS PER DISCHARGE $ | 404.95 | 360.78 | 325.36 | 341.46 | 290.05 |
| EMPLOYEE BENEFITS % | 17.50 | 17.23 | 16.42 | 16.28 | 16.76 |
| PROF LIAB INS PER DISCHARGE $ | 117.[illegible] | 66.[illegible] | 48.74 | 42.87 | 33.33 |
| **MEDIAN BEDSIZE** | 777 | 470 | 309 | 230 | 169 |
| **NUMBER OF HOSPITALS** | 13 | 42 | 101 | 44 | 50 |

# APPENDIX F

# MEDIAN INDICATORS BY URBAN AND RURAL STATUS

1984

## URBAN AND RURAL STATUS

| | URBAN HOSPITALS | | | | | | RURAL HOSPITALS | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | ALL | <100 | 100-199 | 200-299 | 300-399 | >399 | ALL | <100 | 100-199 | 200-299 | 300-399 | >399 |
| **PROFIT INDICATORS** | | | | | | | | | | | | |
| PROFIT PER DISCHARGE $ | 45.25 | -4.67 | 2.[illegible] | 37.32 | 67.65 | 67.24 | 17.92 | -13.56 | 45.02 | 23.37 | 39.66 | -59.30 |
| PROFIT PER VISIT $ | 1.23 | -1.3[illegible] | 0.3[illegible] | 1.45 | 1.77 | 1.45 | 0.41 | -0.53 | 0.87 | 1.52 | 0.76 | -11.76 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 59.2[illegible] | 84.2[illegible] | 0.00 | 42.53 | 93.16 | 85.90 | 29.75 | -11.79 | 52.21 | 50.37 | 37.41 | 46.63 |
| **NET PRICE INDICATORS** | | | | | | | | | | | | |
| MEDICARE PAYMENT % | 32.17 | 35.[illegible]3 | 34.33 | 31.40 | 33.69 | 30.25 | 36.15 | 38.89 | 36.58 | 32.98 | 35.37 | 33.80 |
| NET PRICE PER DISCHARGE $ | 2921 | [illegible]885 | 2635 | [illegible]31 | [illegible]24 | 3395 | 2043 | 1811 | 2073 | 2079 | 2175 | 3522 |
| NET PRICE PER DISCH ADJ FOR CM $ | 2683 | 2093 | 2[illegible] | 2512 | 28[illegible] | 2869 | 1975 | 1929 | 2101 | 1849 | 1902 | 3052 |
| NET PRICE PER VISIT $ | [illegible]6.94 | 69.19 | [illegible].17 | 107.79 | 97.08 | [illegible]3.60 | 78.32 | 68.61 | 79.11 | 94.34 | 109.65 | 97.75 |
| BAD DEBT AND CHARITY CARE % | 4.18 | 4.60 | 4.30 | 3.69 | 4.23 | [illegible].49 | 4.48 | 4.54 | 3.95 | 4.30 | 4.92 | 7.00 |
| INPATIENT REVENUE % | 81.62 | 75.[illegible] | 79.79 | [illegible] | [illegible].74 | 85.[illegible]02 | 78.91 | 76.93 | 79.21 | 79.55 | 81.06 | 81.97 |
| OUTPATIENT REVENUE % | 13.56 | 17.[illegible]5 | 16.34 | 14.86 | 12.[illegible] | 11.[illegible]2 | 16.80 | 18.71 | 17.02 | 15.72 | 14.55 | 11.60 |
| OTHER REVENUE % | 3.93 | [illegible].72 | 3[illegible] | 3.92 | 3.8[illegible] | 4.[illegible] | 3.83 | 4.09 | 3.41 | 3.34 | 4.73 | 7.24 |
| CONTRACTUAL ALLOWANCE % | 10.95 | [illegible].47 | [illegible]86 | 10.39 | 11.53 | 10.6[illegible] | 10.07 | 8.76 | 12.47 | 10.23 | 10.11 | 12.11 |
| **VOLUME INDICATORS** | | | | | | | | | | | | |
| OCCUPANCY % | 69.58 | 64.7[illegible] | 66.59 | 70.58 | 69.07 | [illegible].74 | 54.76 | 49.30 | 55.18 | 64.70 | 64.50 | 66.90 |
| AVERAGE DAILY CENSUS (DAYS) | 218.57 | 41.4[illegible] | 92.71 | 179.91 | 248.30 | [illegible].70 | 65.33 | 29.40 | 78.36 | 152.53 | 216.33 | 326.33 |
| OCCUPANCY FOR STAFFED BEDS % | 74.30 | 66.9[illegible] | 69.15 | 75.56 | 74.24 | [illegible].53 | 64.51 | 54.28 | 64.54 | 72.62 | 72.65 | 77.94 |
| **LENGTH OF STAY INDICATORS** | | | | | | | | | | | | |
| LENGTH OF STAY (DAYS) | 6.97 | 5.68 | 6.58 | 6.62 | 6.[illegible] | 7.3[illegible] | 5.50 | 4.90 | 5.33 | 6.23 | 6.67 | 7.63 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 6.30 | 6.00 | 6.32 | 6.24 | [illegible]28 | 6.[illegible] | 5.25 | 4.96 | 5.32 | 5.68 | 6.02 | 6.97 |
| **INTENSITY OF SERVICE INDICATORS** | | | | | | | | | | | | |
| COST PER DISCHARGE $ | 2837 | [illegible]9 | 2673 | 2546 | 2781 | 3216 | [illegible] | 1840 | 2047 | 1966 | 2102 | 3573 |
| COST PER DISCHARGE ADJ FOR CM $ | 2566 | 21[illegible] | 2497 | 2440 | 275[illegible] | 2754 | [illegible]950 | 1930 | 1982 | 1894 | 1981 | 2938 |
| COST PER VISIT $ | 95.04 | 66.40 | 91.17 | 101.46 | 9[illegible]1 | 98.47 | 77.03 | [illegible]1.95 | 75.72 | 87.46 | 106.33 | 94.97 |
| INTERN AND RESIDENT COST PER FTE $ | 0 | 0 | [illegible] | [illegible] | [illegible]1554 | 27805 | 0 | 0 | 0 | 0 | 0 | 24258 |
| ALL PATIENT CASE MIX INDEX | 1.0889 | 1.0200 | 1.0186 | [illegible]89 | 1.0876 | 1.[illegible]4 | 1.0433 | [illegible].9741 | 1.0450 | 1.1058 | 1.0600 | 1.1062 |
| **EFFICIENCY INDICATORS** | | | | | | | | | | | | |
| FTE'S PER OCCUPIED BED | 3.84 | 3.45 | 3.68 | 3.77 | [illegible].80 | 4.03 | 3.90 | 4.17 | 3.92 | 3.64 | 3.42 | 4.50 |
| OUTPATIENT MANHOURS PER VISIT | 4.89 | 4.13 | 4.89 | 5.32 | 5.05 | 4.[illegible] | 4.55 | 4.30 | 4.26 | 4.82 | 5.96 | 5.39 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 134.28 | 118.28 | 133.89 | 130.[illegible]1 | 131.09 | 1[illegible]97 | 116.80 | 115.64 | 116.81 | 114.85 | 119.54 | 173.55 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 831.97 | 712.94 | 796.61 | [illegible].51 | 837.91 | [illegible]72.07 | 666.11 | 653.96 | 675.51 | 598.18 | 626.87 | 914.02 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | | | | | | | | | | | |
| SALARY PER FTE $ | 19577 | 17579 | 19223 | [illegible]933 | 19620 | 20242 | 16648 | 16221 | 16676 | 17731 | 17193 | 17543 |
| CAPITAL COSTS PER DISCHARGE $ | 217.85 | 122.88 | 233.89 | 1[illegible]63 | 252.61 | 240.11 | 160.98 | 109.34 | 196.26 | 141.67 | 212.61 | 304.59 |
| EMPLOYEE BENEFITS % | 18.26 | 18.11 | 18.52 | 18.28 | 17.91 | 18.05 | 16.67 | 16.11 | 17.15 | 15.87 | 18.01 | 18.14 |
| PROF LIAB INS PER DISCHARGE $ | 15.83 | 9.63 | 17.78 | 15.39 | 12.96 | 18.64 | 10.65 | 10.53 | 11.90 | 9.75 | 7.88 | 21.08 |

## URBAN AND RURAL STATUS

| | URBAN HOSPITALS | | | | | | RURAL HOSPITALS | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | ALL | <100 | 100-199 | 200-299 | 300-399 | >399 | ALL | <100 | 100-199 | 200-299 | 300-399 | >399 |
| **PROFIT INDICATORS** | | | | | | | | | | | | |
| PROFIT PER DISCHARGE $ | 80.9[illegible] | 60.[illegible]4 | 42.[illegible]8 | 59.75 | 87.89 | 107.64 | 6.13 | -26.77 | 10.73 | 69.27 | -28.90 | 117.82 |
| PROFIT PER VISIT $ | 2.4[illegible] | 1.[illegible]2 | [illegible]51 | 2.97 | 3.07 | 2.92 | -0.05 | -0.76 | -0.13 | 3.14 | -0.27 | 0.21 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 79.9[illegible] | 100.[illegible] | 40.[illegible]8 | [illegible].47 | 84.19 | 104.58 | 16.11 | -2.46 | 15.77 | 67.50 | -22.10 | 98.18 |
| **NET PRICE INDICATORS** | | | | | | | | | | | | |
| MEDICARE PAYMENT % | 32.2[illegible] | 33.9[illegible] | 36.45 | 32.41 | 33.34 | 30.94 | 36.35 | 39.29 | 36.32 | 34.32 | 33.90 | 34.77 |
| NET PRICE PER DISCHARGE $ | 3[illegible] | 225 | 2783 | 2977 | 3130 | 3738 | 2171 | 1903 | 2230 | 2323 | 2239 | 3406 |
| NET PRICE PER DISCH ADJ FOR CM $ | [illegible]059 | 21[illegible] | 2686 | 2766 | 2908 | 3075 | 2056 | 1995 | 2117 | 2055 | 1959 | 2657 |
| NET PRICE PER VISIT $ | 108.37 | 79.[illegible]2 | 106.05 | 120.86 | 110.60 | 104.91 | 87.91 | 76.22 | 90.76 | 98.09 | 104.82 | 100.86 |
| BAD DEBT AND CHARITY CARE % | 4.41 | [illegible].78 | 4.67 | [illegible] | [illegible].89 | 4.77 | 4.56 | 4.74 | 4.21 | 5.02 | 6.36 | 8.75 |
| INPATIENT REVENUE % | 80.00 | [illegible]3.28 | 77.[illegible] | 78.72 | 81.[illegible] | 81.78 | 76.38 | 74.36 | 76.54 | 78.31 | 79.53 | 83.11 |
| OUTPATIENT REVENUE % | [illegible] | 19.59 | [illegible].11 | 16.57 | 14.32 | 12.84 | 18.76 | 20.86 | 18.58 | 17.78 | 16.18 | 10.94 |
| OTHER REVENUE % | 4.30 | 4.12 | 3.85 | 4.03 | 4.27 | [illegible].69 | 4.21 | 4.27 | 4.06 | 4.21 | 4.41 | 7.16 |
| CONTRACTUAL ALLOWANCE % | 10.42 | 8.6[illegible] | 9.99 | 1[illegible] | [illegible].69 | 1[illegible].50 | 10.29 | 8.64 | 11.14 | 12.55 | 11.43 | 9.73 |
| **VOLUME INDICATORS** | | | | | | | | | | | | |
| OCCUPANCY % | 63.89 | [illegible].94 | [illegible].50 | 62.81 | 63.99 | 66.24 | 50.53 | 43.62 | 50.59 | 58.73 | 55.46 | 64.79 |
| AVERAGE DAILY CENSUS (DAYS) | 201.08 | [illegible]1.00 | [illegible].95 | 163.45 | 224.54 | [illegible]3.24 | 66.79 | 26.17 | 71.55 | 138.40 | 190.19 | 310.77 |
| OCCUPANCY FOR STAFFED BEDS % | 70.69 | [illegible]2.88 | 64.13 | 69.83 | 70.48 | [illegible].82 | 59.25 | 49.53 | 59.09 | 66.91 | 67.65 | 71.27 |
| **LENGTH OF STAY INDICATORS** | | | | | | | | | | | | |
| LENGTH OF STAY (DAYS) | 6.68 | 5.4[illegible] | 6.02 | 6.33 | 6.62 | [illegible].27 | 5.31 | 4.77 | 5.28 | 5.84 | [illegible].23 | 6.89 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 5.88 | 5.2[illegible] | 5.64 | 5.69 | 5.81 | 6.08 | 5.00 | 4.60 | 4.89 | 5.25 | 5.35 | 5.38 |
| **INTENSITY OF SERVICE INDICATORS** | | | | | | | | | | | | |
| COST PER DISCHARGE $ | 3058 | [illegible]2227 | 2618 | 2878 | [illegible]3[illegible]6 | [illegible]61 | 2137 | 1945 | 2165 | 2299 | [illegible]287 | 3250 |
| COST PER DISCHARGE ADJ FOR CM $ | 2756 | [illegible]2102 | 2501 | 2670 | [illegible]2772 | [illegible]2[illegible]6 | 2024 | 2011 | 2069 | 1983 | 2010 | 2535 |
| COST PER VISIT $ | 107.94 | 6[illegible].05 | 10[illegible].[illegible]1 | 114.[illegible] | 111.65 | 10[illegible].02 | 86.55 | 74.07 | 88.99 | 94.63 | 97.57 | 96.24 |
| INTERN AND RESIDENT COST PER FTE $ | 0 | [illegible]0 | 0 | 0 | 8831 | [illegible]2119 | | 0 | 0 | 0 | 0 | 17601 |
| ALL PATIENT CASE MIX INDEX | 1.1270 | 0.98[illegible] | 1.0491 | 1.1152 | 1.1341 | 1.1900 | [illegible]80 | [illegible].0118 | 1.0749 | 1.1230 | 1.1521 | 1.2400 |
| **EFFICIENCY INDICATORS** | | | | | | | | | | | | |
| FTE'S PER OCCUPIED BED | 4.03 | 3.86 | 3.82 | [illegible].98 | 3.96 | [illegible].16 | 4.01 | 4.29 | 4.00 | 3.69 | 3.62 | 4.43 |
| OUTPATIENT MANHOURS PER VISIT | 5.16 | 4.00 | 5.06 | 5.72 | 4.86 | [illegible].14 | 4.[illegible] | 4.49 | 4.99 | 5.37 | 5.61 | 5.15 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 133.12 | 117.95 | 124.84 | 130.36 | 132.[illegible] | 144.02 | [illegible].30 | 115.07 | 109.27 | 112.17 | 111.71 | 135.69 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 889.16 | 733.40 | 827.95 | 878.42 | 89[illegible].84 | 950.54 | [illegible]12.54 | 715.02 | 730.81 | 645.37 | 686.62 | 818.75 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | | | | | | | | | | | |
| SALARY PER FTE $ | 20317 | 17988 | 20282 | [illegible]0299 | 20470 | 20431 | 17369 | 16990 | 17481 | 17671 | 17415 | 18335 |
| CAPITAL COSTS PER DISCHARGE $ | 260.12 | 142.30 | 238.48 | [illegible]241.66 | 283.[illegible] | 277.58 | 170.86 | 128.67 | 211.28 | 189.80 | 211.90 | 286.17 |
| EMPLOYEE BENEFITS % | 17.83 | 17.96 | 17.31 | 17.95 | [illegible].71 | 17.84 | 16.76 | 16.37 | 17.09 | 16.59 | 16.83 | 18.85 |
| PROF LIAB INS PER DISCHARGE $ | 24.46 | 18.15 | 23.61 | [illegible]2.02 | 22.76 | 28.84 | 13.47 | 13.52 | 14.28 | 12.16 | 9.46 | 28.16 |

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## URBAN AND RURAL STATUS

| | URBAN HOSPITALS | | | | | | RURAL HOSPITALS | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | ALL | <100 | 100-199 | 200-299 | 300-399 | >399 | ALL | <100 | 100-199 | 200-299 | 300-399 | >399 |
| **PROFIT INDICATORS** | | | | | | | | | | | | |
| PROFIT PER DISCHARGE $ | 47.93 | -45.85 | 43.27 | 55.85 | 57.73 | 72.44 | 18.64 | 3.16 | 17.16 | 52.09 | 22.51 | 113.80 |
| PROFIT PER VISIT $ | 1.16 | -1.01 | 1.75 | 1.06 | 0.98 | 1.82 | 0.66 | -0.16 | 0.47 | 2.05 | 3.15 | 1.57 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 47.19 | 4.91 | 45.12 | 36.46 | 49.09 | 59.97 | 23.30 | 15.38 | 21.47 | 54.92 | 10.28 | 82.69 |
| **NET PRICE INDICATORS** | | | | | | | | | | | | |
| MEDICARE PAYMENT % | 33.08 | 34.72 | 36.36 | 33.83 | 34.68 | 31.17 | 36.95 | 39.79 | 37.22 | 35.23 | 34.96 | 35.60 |
| NET PRICE PER DISCHARGE $ | 3433 | 2265 | 3073 | 3190 | 3390 | 3972 | 2337 | 2116 | 2375 | 2414 | 2526 | 3696 |
| NET PRICE PER DISCH ADJ FOR CM $ | 3038 | 2197 | 2719 | 2887 | 3086 | 3275 | 2138 | 2120 | 2141 | 2079 | 2228 | 2885 |
| NET PRICE PER VISIT $ | 119.92 | 83.87 | 98.00 | 139.30 | 122.49 | 138.71 | 99.38 | 83.92 | 102.11 | 109.55 | 122.78 | 101.14 |
| BAD DEBT AND CHARITY CARE % | 4.50 | 4.48 | 4.55 | 4.02 | 4.76 | 4.02 | 4.82 | 4.48 | 4.79 | 4.90 | 6.55 | 8.35 |
| INPATIENT REVENUE % | 78.28 | 69.42 | 75.06 | 74.36 | 80.36 | 80.62 | 73.94 | 69.43 | 73.83 | 76.00 | 76.97 | 81.74 |
| OUTPATIENT REVENUE % | 16.71 | 25.08 | 19.68 | 18.29 | 16.35 | 14.75 | 21.67 | 23.51 | 22.03 | 19.85 | 18.48 | 11.08 |
| OTHER REVENUE % | 4.33 | 5.63 | 3.96 | 3.93 | 4.33 | 4.73 | 4.01 | 4.34 | 3.53 | 4.02 | 4.80 | 6.88 |
| CONTRACTUAL ALLOWANCE % | 11.55 | 9.39 | 11.77 | 11.94 | 11.54 | 11.08 | 13.15 | 10.34 | 13.52 | 14.38 | 13.19 | 16.32 |
| **VOLUME INDICATORS** | | | | | | | | | | | | |
| OCCUPANCY % | 62.04 | 54.23 | 57.51 | 61.33 | 62.31 | 64.31 | 48.78 | 39.42 | 49.94 | 60.23 | 53.10 | 59.23 |
| AVERAGE DAILY CENSUS (DAYS) | 196.70 | 37.11 | 83.61 | 157.01 | 220.72 | 308.37 | 64.57 | 25.25 | 70.67 | 135.47 | 188.07 | 309.51 |
| OCCUPANCY FOR STAFFED BEDS % | 70.94 | 56.11 | 64.88 | 69.39 | 69.97 | 74.00 | 57.99 | 48.03 | 58.13 | 68.57 | 66.06 | 71.35 |
| **LENGTH OF STAY INDICATORS** | | | | | | | | | | | | |
| LENGTH OF STAY (DAYS) | 6.77 | 5.49 | 6.02 | 6.38 | 6.61 | 7.28 | 5.38 | 4.75 | 5.18 | 5.71 | 6.30 | 7.26 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 5.84 | 5.29 | 5.60 | 5.69 | 5.94 | 5.91 | 4.99 | 4.55 | 4.95 | 5.24 | 5.17 | 5.53 |
| **INTENSITY OF SERVICE INDICATORS** | | | | | | | | | | | | |
| COST PER DISCHARGE $ | 3348 | 2288 | 2840 | 3122 | 3303 | 3902 | 2217 | 2136 | 2347 | 2434 | 2629 | 3528 |
| COST PER DISCHARGE ADJ FOR CM $ | 2915 | 2206 | 2725 | 2785 | 3014 | 3131 | 2117 | 2088 | 2111 | 2054 | 2258 | 2754 |
| COST PER VISIT $ | 119.74 | 79.84 | 111.78 | 136.38 | 129.27 | 118.95 | 97.03 | 87.56 | 101.70 | 105.04 | 121.81 | 97.24 |
| INTERN AND RESIDENT COST PER FTE $ | 0 | 0 | 0 | 0 | 9025 | 32874 | 0 | 0 | 0 | 0 | 0 | 17692 |
| ALL PATIENT CASE MIX INDEX | 1.1500 | 1.0178 | 1.0613 | 1.1074 | 1.1593 | 1.1924 | 1.1000 | 1.0129 | 1.1025 | 1.1300 | 1.1570 | 1.2808 |
| **EFFICIENCY INDICATORS** | | | | | | | | | | | | |
| FTE'S PER OCCUPIED BED | 4.08 | 4.27 | 3.88 | 3.99 | 3.99 | 4.29 | 3.98 | 4.36 | 3.95 | 3.79 | 3.65 | 4.52 |
| OUTPATIENT MANHOURS PER VISIT | 5.48 | 4.88 | 5.06 | 6.08 | 5.16 | 5.91 | 5.35 | 5.06 | 5.30 | 5.33 | 6.57 | 5.12 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 133.89 | 130.62 | 127.11 | 139.24 | 133.35 | 142.28 | 112.91 | 115.54 | 110.92 | 112.33 | 116.31 | 146.09 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 973.08 | 857.74 | 912.63 | 958.75 | 979.22 | 1024.38 | 746.38 | 775.52 | 743.61 | 660.11 | 776.32 | 948.16 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | | | | | | | | | | | |
| SALARY PER FTE $ | 21133 | 18784 | 20935 | 21113 | 21286 | 21528 | 17963 | 17319 | 18313 | 18414 | 17974 | 18839 |
| CAPITAL COSTS PER DISCHARGE $ | 295.69 | 153.22 | 264.96 | 271.61 | 320.07 | 309.72 | 202.30 | 148.09 | 223.73 | 197.01 | 249.75 | 286.12 |
| EMPLOYEE BENEFITS % | 17.47 | 17.87 | 17.77 | 17.53 | 17.39 | 17.37 | 17.03 | 17.00 | 17.17 | 15.86 | 16.99 | 17.50 |
| PROF LIAB INS PER DISCHARGE $ | 42.95 | 38.52 | 38.01 | 40.40 | 41.72 | 47.69 | 20.41 | 20.36 | 24.40 | 18.36 | 12.39 | 31.73 |

## URBAN AND RURAL STATUS

| | URBAN HOSPITALS | | | | | | RURAL HOSPITALS | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | ALL | <100 | 100-199 | 200-299 | 300-399 | >399 | ALL | <100 | 100-199 | 200-299 | 300-399 | >399 |
| **PROFIT INDICATORS** | | | | | | | | | | | | |
| PROFIT PER DISCHARGE $ | 26.[illegible] | 1[illegible]4 | 12[illegible]8 | 10[illegible]03 | 27.21 | 51.55 | -28.55 | -66.87 | 2.20 | -2.74 | 7.92 | 73.77 |
| PROFIT PER VISIT $ | 0.9[illegible] | 0.[illegible]5 | [illegible].42 | [illegible].90 | 0.89 | 1.38 | -0.90 | -1.65 | 0.24 | 0.03 | 1.80 | 0.87 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 26.7[illegible] | -5.[illegible]3 | 30[illegible]6 | [illegible].35 | 25.57 | 49.27 | -17.77 | -63.41 | 7.10 | -2.50 | 6.23 | 55.07 |
| **NET PRICE INDICATORS** | | | | | | | | | | | | |
| MEDICARE PAYMENT % | 33.8[illegible] | 36.[illegible] | 36.90 | 35.02 | 34.06 | 30.96 | 37.75 | 40.27 | 37.09 | 35.11 | 35.82 | 30.63 |
| NET PRICE PER DISCHARGE $ | [illegible] | 26[illegible] | 3056 | 3389 | 3549 | 4236 | 2419 | 2136 | 2501 | 2590 | 2876 | 4118 |
| NET PRICE PER DISCH ADJ FOR CM $ | [illegible].[illegible]4 | 2[illegible]7 | 2878 | 3016 | 3176 | 3478 | 2258 | 2113 | 2285 | 2285 | 2430 | 3148 |
| NET PRICE PER VISIT $ | 129.92 | 9[illegible]2 | 115.62 | 148.[illegible] | 128.77 | 135.14 | 100.61 | 87.61 | 110.34 | 128.03 | 132.09 | 99.52 |
| BAD DEBT AND CHARITY CARE % | 4.67 | [illegible].00 | 4.37 | [illegible].81 | [illegible]84 | 5.69 | 4.75 | 4.65 | 4.60 | 5.60 | 7.29 | 8.53 |
| INPATIENT REVENUE % | 76.[illegible] | 66.54 | 72.[illegible] | 74.03 | 77.[illegible] | 79.74 | 70.43 | 67.78 | 70.98 | 73.44 | 77.86 | 83.70 |
| OUTPATIENT REVENUE % | [illegible].33 | 31.51 | [illegible].81 | 19.77 | 17.86 | [illegible].83 | 23.34 | 26.10 | 24.28 | 20.79 | 18.57 | 11.51 |
| OTHER REVENUE % | 4.13 | 3.29 | 3.76 | 3.97 | 4.42 | [illegible].00 | 4.45 | 4.72 | 3.86 | 4.15 | 5.04 | 5.64 |
| CONTRACTUAL ALLOWANCE % | 15.02 | 14.[illegible] | 13.05 | [illegible] | [illegible].43 | 14.[illegible]9 | 14.86 | 14.11 | 13.93 | 17.35 | 16.28 | 12.95 |
| **VOLUME INDICATORS** | | | | | | | | | | | | |
| OCCUPANCY % | 60.16 | [illegible]8.08 | [illegible].94 | 59.07 | 60.51 | [illegible]4.99 | 43.80 | 36.71 | 47.27 | 50.33 | 54.34 | 60.43 |
| AVERAGE DAILY CENSUS (DAYS) | 174.71 | [illegible]28.33 | 77.91 | 158.19 | 213.38 | [illegible]50.43 | 51.31 | 23.10 | 67.63 | 115.01 | 184.76 | 307.33 |
| OCCUPANCY FOR STAFFED BEDS % | 70.36 | 52.47 | 62.20 | 69.85 | 70.94 | [illegible]4.40 | 55.85 | 44.54 | 57.62 | 62.96 | 69.09 | 75.67 |
| **LENGTH OF STAY INDICATORS** | | | | | | | | | | | | |
| LENGTH OF STAY (DAYS) | 6.68 | 5.6[illegible] | 5.85 | 6.42 | 6.71 | 7.14 | 5.17 | 4.70 | 5.10 | 5.91 | 6.41 | 7.26 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 5.75 | 5.5[illegible] | 5.33 | 5.69 | 6.13 | 5.85 | 4.90 | 4.75 | 4.66 | 5.20 | 5.65 | 5.55 |
| **INTENSITY OF SERVICE INDICATORS** | | | | | | | | | | | | |
| COST PER DISCHARGE $ | 3492 | 2732 | 3035 | 3425 | [illegible]472 | [illegible]236 | 2489 | 2311 | 2511 | 2659 | 2838 | 4146 |
| COST PER DISCHARGE ADJ FOR CM $ | 3122 | 2460 | 2892 | 3000 | 3134 | [illegible]737 | 2308 | 2283 | 2303 | 2344 | 2410 | 3052 |
| COST PER VISIT $ | 127.92 | 9[illegible]29 | 11[illegible] | [illegible] | 128.76 | [illegible].87 | 104.21 | 89.39 | 110.48 | 122.90 | 131.41 | 104.07 |
| INTERN AND RESIDENT COST PER FTE $ | 0 | [illegible]0 | 0 | 0 | 3142 | 31492 | [illegible]8 | 0 | 0 | 0 | 0 | 16909 |
| ALL PATIENT CASE MIX INDEX | 1.1541 | 1.001[illegible] | 1.0800 | 1.1600 | 1.175[illegible] | 1.2071 | [illegible]875 | 1.0080 | 1.1067 | 1.1401 | 1.1587 | 1.3080 |
| **EFFICIENCY INDICATORS** | | | | | | | | | | | | |
| FTE'S PER OCCUPIED BED | 4.24 | 4.04 | 4.08 | 4.11 | 4.00 | [illegible].42 | 4.1[illegible] | 4.39 | 4.18 | 3.83 | 3.73 | 5.12 |
| OUTPATIENT MANHOURS PER VISIT | 5.73 | 4.16 | 5.55 | 6.24 | 5.3[illegible] | 5.83 | [illegible]8 | 4.93 | 5.11 | 6.31 | 6.23 | 4.44 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 137.39 | 113.94 | 124.39 | 131.57 | 13[illegible]0 | 147.12 | [illegible].11 | 117.01 | 112.10 | 118.20 | 129.08 | 146.27 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 1046.08 | 935.00 | 979.50 | 1006.11 | [illegible].15 | 1164.22 | 793.66 | 814.53 | 789.72 | 768.03 | 811 36 | 1087.82 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | | | | | | | | | | | |
| SALARY PER FTE $ | 21895 | 20384 | 21610 | 21893 | 218[illegible] | 22288 | 18544 | 17798 | 18845 | 18810 | 18815 | 19952 |
| CAPITAL COSTS PER DISCHARGE $ | 312.59 | 181.37 | 281.98 | 305.53 | 3[illegible]6 | 346.95 | 204.47 | 163.98 | 241.04 | 243.34 | 250.66 | 278.69 |
| EMPLOYEE BENEFITS % | 16.96 | 17.39 | 17.13 | 17.02 | 16.97 | 16.84 | 16.74 | 16.60 | 16.54 | 16.97 | 17.48 | 19.98 |
| PROF LIAB INS PER DISCHARGE $ | 47.00 | 30.26 | 45.57 | [illegible]2.[illegible] | 47.79 | 58.89 | 29.91 | 31.05 | 27.19 | 30.45 | 29.60 | 68.94 |

# APPENDIX G

# MEDIAN INDICATORS BY TEACHING AND NON-TEACHING HOSPITALS

1984

# TEACHING AND NON-TEACHING HOSPITALS

| | TEACHING HOSPITALS | NON-TEACHING HOSPITALS |
|---|---|---|
| **PROFIT INDICATORS** | | |
| PROFIT PER DISCHARGE $ | 15.78 | 39.66 |
| PROFIT PER VISIT $ | -0.91 | 1.23 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 56.06 | 46.63 |
| **NET PRICE INDICATORS** | | |
| MEDICARE PAYMENT % | 30.39 | 34.68 |
| NET PRICE PER DISCHARGE $ | 3951 | 2400 |
| NET PRICE PER DISCH ADJ FOR CM $ | 3264 | 2251 |
| NET PRICE PER VISIT $ | 88.27 | 90.84 |
| BAD DEBT AND CHARITY CARE % | [illegible] | 4.22 |
| INPATIENT REVENUE % | 81.26 | 80.64 |
| OUTPATIENT REVENUE % | 12.91 | 15.03 |
| OTHER REVENUE % | 5.46 | 3.75 |
| CONTRACTUAL ALLOWANCE % | [illegible]40 | 10.05 |
| **VOLUME INDICATORS** | | |
| OCCUPANCY % | 74.64 | 63.89 |
| AVERAGE DAILY CENSUS (DAYS) | 366.80 | 138.90 |
| OCCUPANCY FOR STAFFED BEDS % | 77.39 | 69.33 |
| **LENGTH OF STAY INDICATORS** | | |
| LENGTH OF STAY (DAYS) | 7.63 | 6.18 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 6.46 | 5.86 |
| **INTENSITY OF SERVICE INDICATORS** | | |
| COST PER DISCHARGE $ | [illegible]960 | 2350 |
| COST PER DISCHARGE ADJ FOR CM $ | 3199 | 2210 |
| COST PER VISIT $ | 95.16 | 88.15 |
| INTERN AND RESIDENT COST PER FTE $ | 30604 | 0 |
| ALL PATIENT CASE MIX INDEX | 1.154[illegible] | 1.0618 |
| **EFFICIENCY INDICATORS** | | |
| FTE'S PER OCCUPIED BED | 4.34 | 3.80 |
| OUTPATIENT MANHOURS PER VISIT | 5.09 | 4.66 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 163[illegible] | 124.58 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | [illegible].47 | 754.07 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | |
| SALARY PER FTE $ | 2023[illegible] | 18501 |
| CAPITAL COSTS PER DISCHARGE $ | 25[illegible]53 | 187.34 |
| EMPLOYEE BENEFITS % | 18.59 | 17.45 |
| PROF LIAB INS PER DISCHARGE $ | 27.87 | 12.85 |

# TEACHING AND NON-TEACHING HOSPITALS

| | TEACHING HOSPITALS | NON-TEACHING HOSPITALS |
|---|---|---|
| **PROFIT INDICATORS** | | |
| PROFIT PER DISCHARGE $ | 53.89 | 54.62 |
| PROFIT PER VISIT $ | 0.15 | 1.87 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 69.77 | 61.59 |
| **NET PRICE INDICATORS** | | |
| MEDICARE PAYMENT % | 30.33 | 34.94 |
| NET PRICE PER DISCHARGE $ | 4142 | 2604 |
| NET PRICE PER DISCH ADJ FOR CM $ | 3506 | 2399 |
| NET PRICE PER VISIT $ | 99.76 | 100.23 |
| BAD DEBT AND CHARITY [illegible] | 4.84 | 4.41 |
| INPATIENT REVENUE % | 80.04 | 78.78 |
| OUTPATIENT REVENUE % | 13.41 | 17.11 |
| OTHER REVENUE % | [illegible] | 4.07 |
| CONTRACTUAL ALLOWANCE % | 11.[illegible] | 10.09 |
| **VOLUME INDICATORS** | | |
| OCCUPANCY % | [illegible] | 57.76 |
| AVERAGE DAILY CENSUS (DAYS) | 346.[illegible] | 129.33 |
| OCCUPANCY FOR STAFFED BEDS % | 76.25 | 66.02 |
| **LENGTH OF STAY INDICATORS** | | |
| LENGTH OF STAY (DAYS) | 7.38 | 6.01 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 5.95 | 5.44 |
| **INTENSITY OF SERVICE INDICATORS** | | |
| COST PER DISCHARGE $ | 4028 | 2525 |
| COST PER DISCHARGE ADJ FOR CM $ | 340[illegible] | 2351 |
| COST PER VISIT $ | 107.[illegible] | 97.43 |
| INTERN AND RESIDENT COST PER FTE $ | [illegible]61 | 0 |
| ALL PATIENT CASE MIX INDEX | .1971 | 1.1004 |
| **EFFICIENCY INDICATORS** | | |
| FTE'S PER OCCUPIED BED | 4.[illegible] | 3.95 |
| OUTPATIENT MANHOURS PER VISIT | [illegible].13 | 5.08 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 160.29 | 123.61 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 1004.90 | 802.63 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | |
| SALARY PER FTE $ | [illegible]0670 | 19194 |
| CAPITAL COSTS PER DISCHARGE $ | 283.97 | 218.49 |
| EMPLOYEE BENEFITS % | 18.43 | 17.34 |
| PROF LIAB INS PER DISCHARGE $ | 42.9[illegible] | 18.19 |

# TEACHING AND NON-TEACHING HOSPITALS

| | TEACHING HOSPITALS | NON-TEACHING HOSPITALS |
|---|---|---|
| **PROFIT INDICATORS** | | |
| PROFIT PER DISCHARGE $ | 41.93 | 38.30 |
| PROFIT PER VISIT $ | -0.32 | 1.15 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | 36.36 | 42.46 |
| **NET PRICE INDICATORS** | | |
| MEDICARE PAYMENT % | 30.51 | 35.76 |
| NET PRICE PER DISCHARGE $ | 4413 | 2827 |
| NET PRICE PER DISCH ADJ FOR CM $ | 3642 | 2550 |
| NET PRICE PER VISIT $ | 111.71 | 113.43 |
| BAD DEBT AND CHARITY CARE % | [illegible] | 4.50 |
| INPATIENT REVENUE % | 78.95 | 76.17 |
| OUTPATIENT REVENUE % | 14.80 | 18.98 |
| OTHER REVENUE % | 5.22 | 4.02 |
| CONTRACTUAL ALLOWANCE % | [illegible]46 | 12.16 |
| **VOLUME INDICATORS** | | |
| OCCUPANCY % | 70.64 | 56.29 |
| AVERAGE DAILY CENSUS (DAYS) | 336.03 | 130.82 |
| OCCUPANCY FOR STAFFED BEDS % | 76.26 | 65.09 |
| **LENGTH OF STAY INDICATORS** | | |
| LENGTH OF STAY (DAYS) | 7.37 | 6.01 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 5.98 | 5.42 |
| **INTENSITY OF SERVICE INDICATORS** | | |
| COST PER DISCHARGE $ | [illegible]808 | 2766 |
| COST PER DISCHARGE ADJ FOR CM $ | 3538 | 2519 |
| COST PER VISIT $ | 113.04 | 111.91 |
| INTERN AND RESIDENT COST PER FTE $ | 34665 | 0 |
| ALL PATIENT CASE MIX INDEX | 1.21[illegible] | 1.1200 |
| **EFFICIENCY INDICATORS** | | |
| FTE'S PER OCCUPIED BED | 4.64 | 3.98 |
| OUTPATIENT MANHOURS PER VISIT | 5.11 | 5.44 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 156[illegible] | 122.18 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | [illegible]3.17 | 865.99 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | |
| SALARY PER FTE $ | 2180[illegible] | 19983 |
| CAPITAL COSTS PER DISCHARGE $ | 32[illegible]53 | 242.99 |
| EMPLOYEE BENEFITS % | [illegible]8.22 | 17.19 |
| PROF LIAB INS PER DISCHARGE $ | 62.44 | 28.72 |

# TEACHING AND NON-TEACHING HOSPITALS

| | TEACHING HOSPITALS | NON-TEACHING HOSPITALS |
|---|---|---|
| **PROFIT INDICATORS** | | |
| PROFIT PER DISCHARGE $ | -17.64 | 6.71 |
| PROFIT PER VISIT | -1.48 | 0.49 |
| PROFIT PER DISCHARGE ADJ FOR CM $ | -14.24 | 13.53 |
| **NET PRICE INDICATORS** | | |
| MEDICARE PAYMENT % | 30.86 | 36.22 |
| NET PRICE PER DISCHARGE $ | 4566 | 2922 |
| NET PRICE PER DISCH ADJ FOR CM $ | 3869 | 2656 |
| NET PRICE PER VISIT $ | 128.01 | 115.55 |
| BAD DEBT AND CHARITY CARE % | 4.92 | 4.70 |
| INPATIENT REVENUE % | 78.19 | 73.44 |
| OUTPATIENT REVENUE % | 15.36 | 21.23 |
| OTHER REVENUE % | 6.36 | 4.04 |
| CONTRACTUAL ALLOWANCE % | 14.6 | 14.94 |
| **VOLUME INDICATORS** | | |
| OCCUPANCY % | 65 | 52.56 |
| AVERAGE DAILY CENSUS (DAYS) | 342.6 | 99.67 |
| OCCUPANCY FOR STAFFED BEDS % | 77.00 | 63.35 |
| **LENGTH OF STAY INDICATORS** | | |
| LENGTH OF STAY (DAYS) | 7.20 | 5.90 |
| LENGTH OF STAY ADJ FOR CM (DAYS) | 5.93 | 5.35 |
| **INTENSITY OF SERVICE INDICATORS** | | |
| COST PER DISCHARGE $ | 4811 | 2920 |
| COST PER DISCHARGE ADJ FOR CM | 3931 | 2643 |
| COST PER VISIT $ | 134.3 | 116.95 |
| INTERN AND RESIDENT COST PER FTE $ | 38[illegible]0 | 0 |
| ALL PATIENT CASE MIX INDEX | 2355 | 1.1164 |
| **EFFICIENCY INDICATORS** | | |
| FTE'S PER OCCUPIED BED | 4.7[illegible] | 4.12 |
| OUTPATIENT MANHOURS PER VISIT | 5.37 | 5.48 |
| INPAT MANHR PER DISCHARGE ADJ/CM | 159.70 | 124.11 |
| OTHER COSTS PER DISCH ADJ FOR CM $ | 1296.35 | 923.75 |
| **UNIT COSTS FOR INPUTS INDICATORS** | | |
| SALARY PER FTE $ | 20025 | 20359 |
| CAPITAL COSTS PER DISCHARGE $ | 347.68 | 265.10 |
| EMPLOYEE BENEFITS % | 17.24 | 16.84 |
| PROF LIAB INS PER DISCHARGE $ | 80.04 | 37.22 |

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